

Government gives £1m to Zeebrugge disaster fund

Urgent checks are ordered on all ferry doors

By Philip Webster, Chief Political Correspondent

A failure to observe operating procedures was blamed yesterday for the Zeebrugge ferry disaster as the Government announced an emergency programme of checks on ferry doors and warnings to crews that all doors must be closed before ships proceeded to sea.

Mr John Moore, the Secretary of State for Transport, announced to a sombre House of Commons that a full inquiry headed by the Admiralty judge, Mr Justice Sheen, was being set up on tragedy, in which more than 130 people died, and that the Government is giving £1 million to the Channel ferry disaster fund established to help victims and their relatives.

He told the Commons that the preliminary reports he had received suggested that the cause of the capsizing of the Herald of Free Enterprise was an influx of water through the bow loading doors. He added: "I have no evidence to suggest that this was due to any fundamental fault in the design of the ship." He said there was no evidence to suggest any reason to impose restrictions on the ferries operations.

And later at a press conference Mr Moore said: "The advice I have had of a preliminary kind indicates that if the procedures were carried out then the actual problem of the disaster would not have occurred."

Mr Moore, with the Prime Minister sitting alongside him, also disclosed that he was advising owners of roll-on-roll-off ferries to fit warning lights on the bridge of the

vessels to show if the loading doors were properly closed. He later made clear he expected the industry to do so, but that if they did not he would require it by statute.

Department of Transport officials confirmed last night that the Herald of Free Enterprise would have entered dry dock for its annual inspection, including the door mechanisms, after its Friday night voyage.

Mr Moore told MPs that the Transport Department had yesterday embarked on a programme of checks on the 30 to 40 roll-on-roll-off ships leaving British ports.

Lord Brabazon of Tara, Under Secretary of State, Ministry of Transport, virtually ruled out the possibility of passenger lists for cross-Channel ferries, saying in the House of Lords that they would create great practical difficulties.

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ing British ports. The programme was to ensure that all loading door mechanisms were in working order, and that officers and crew were aware of the operating procedures and that all openings in the hull and superstructure must be closed before they went to sea.

Officials explained later that the requirement was that ships should not go outside the harbour walls without closing their doors. Some ships carrying British ports.

not close their doors until they had moved away from the quayside, and sometimes the doors are kept open to ventilate the car decks. Without committing himself to action Mr Moore made clear the inquiry would cover this area.

Mr Moore said the formal inquiry, headed by Mr Justice Sheen, aged 68, would investigate the causes of the disaster and make recommendations to ensure that all possible lessons are learned.

In a tribute echoed by politicians of all parties, he thanked those involved in the rescue arrangements, and particularly the Belgian authorities and people, without whose speedy response, he said, the casualties would have been much greater.

The preliminary inquiry conducted by marine surveyors from the Transport Department will not be published, although its findings will be made available to the Belgian authorities.

He said: "Every year some 28 million passengers are safely carried on United Kingdom ferries, and it is tragic that our first report of safety has been marred."

During the Commons exchanges Mr Moore said that he would consider whether there should be statutory regulations about physically securing vehicles to decks.

Mr Robert Hughes, the Opposition transport spokesman, who supported the action being taken by the Government, said the inquiry should look at the commercial pressures



Mr Mark Stanley, an assistant boatswain on the Herald of Free Enterprise, leaves his home in Ashford, Kent, with his wife yesterday to be taken to a secret address by police.

Boatswain retracts statement

By David Sapped

The seaman reported to have claimed responsibility for not locking the water-tight doors on the Herald of Free Enterprise denied yesterday that he was on the car deck when the ferry left Zeebrugge.

Mr Mark Stanley, aged 28, a storekeeper on the vessel, is expected to be questioned by Townsend-Thoresen investigators in Dover this week.

A company spokesman said yesterday that as a storekeeper - the equivalent rank of assistant boatswain - Mr Stanley would have operated the ferry's forward doors many times in the past.

"It is part of an assistant boatswain's duties. Whether or not he was in charge on Friday is something we cannot say as yet. He's still extremely upset and he has not been properly debriefed by us," said the spokesman.

Mr Stanley was driven away from his home in Ashford, Kent, yesterday afternoon with a police escort. He refused to speak to waiting reporters as, with his wife, he walked to a waiting car and was taken to a secret address.

Mr Stanley had served on the ferry since she entered service on the Dover to Zeebrugge run in 1980.

In February last year he was promoted to storekeeper. He or another assistant boatswain would have been answerable to the first officer in charge of the loading deck.

In a statement issued through his solicitor yesterday, Mr Stanley retracted any statements made over the weekend that he was responsible for not locking the doors.

Call for carpenter was secret code for an emergency

By David Cross

Three lorry drivers who were in the hold when the Herald of Free Enterprise left port described yesterday problems with the shutting of the doors before the ship capsized.

Two of them heard urgent calls for the ship's carpenter which, according to well-informed shipping sources, is a code word used on board Townsend-Thoresen ships to summon help.

"It is a general code which can be broadcast over the ship's tannoy system so as not to alarm passengers," the sources said.

"It is used to say that help is required for any problem from a person falling overboard to any kind of technical problem," they added.

However, another shipping expert who has worked on Townsend-Thoresen ferries said he thought it was unlikely that it was a code intended to indicate a major crisis on board the vessel.

He said that codewords were used over the public address system when it was wished to assemble a party of seamen secretly to deal with rowdy behaviour among passengers, for example.

In a situation where the safety of the ship was at stake, he said, the most likely procedure would be for alarm bells or tannoy messages to be sounded in the crew's quarters where they could not be heard by passengers. The crew could then prepare lifeboats and other safety equipment without causing panic among the passengers.

Mr Jock Calderwood, a lorry driver from Dagenham, Essex, said yesterday that three sailors and an officers were cursing and swearing as they jammed with mallets at the wide open doors of the Herald of Free Enterprise five or six minutes after it left Zeebrugge.

"I think it was one of the officers who was standing on the other side of the door, and he didn't seem really over concerned," he said.

Mr Calderwood added that the voyage had already been under way for five or six minutes.

"I went upstairs and got my duty free, and a call over the tannoy came for the carpenter to go to the freight deck. They must have still been having trouble with the doors."

"The doors were wide open. You could still see the harbour. I have seen that happen before. They often do that when they go into the port open the doors long before you dock."

Mr Calderwood said he had talked to crew who claimed that some ferries even made the entire journey across the Channel with the doors wide open.

Mr Brian Gibbons, aged 38, from Melton Mowbray, Leicestershire, said that he had discussed the likely causes of the disaster with Mr Calderwood, a Scottish-born London lorry driver, and Mr Roger Broomfield, who were both rescued with him.

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Soaring pound forces interest rates down to 10.5 per cent

By David Smith and Philip Webster

The high street banks cut base rates by half a percentage point yesterday after a signal from the Bank of England. The soaring pound, and the prospect of another base rate reduction next week, means lower mortgage rates are in sight.

The base rate reductions, from 11 to 10.5 per cent, came after the Bank gave up its attempt to hold the line on interest rates until after next week's Budget.

The Chancellor, Mr Nigel Lawson, instructed the Bank to lead the high street banks into a rate cut. Mr Lawson had been criticized for delaying it and so show his Budget in the best possible light. But the strongly rising pound forced his hand. Yesterday morning, the pound gained another four pence against the mark and threatened to go above \$1.60 against the dollar.

Further rises would have hit British exporters and run against the deal to stabilize currencies that Mr Lawson agreed with finance ministers of the leading industrial countries.

The rate cut is the first step towards lower mortgage rates. Building society officials believe another half-point base rate cut next week, together with the evidence that rates are on the way down, will lead to a mortgage rate reduction.

Mr Brian Phillips, deputy chief general manager of the Nationwide Building Society, said: "Having looked at sterling today, we can hope there will be another reduction next week. Then we can be thinking about lower mortgage rates."

Prior to the base rate cut, Labour had accused the Bank of "extraordinary antics" in acting on behalf of the Government to keep interest rates high until after the Budget.

Mr Tony Blair, Labour MP for Sedgefield and an Opposition Treasury spokesman, pointed out that interest rates had fallen after each of the last six Budgets, and that speculators had made an estimated £200 million in capital gains through buying and selling government stock and sterling.

Last night, Mr Blair said of the reduction: "It was too little too late." He said the cut was merely a concession to political pressure. There should be a full inquiry into the conduct of the Government and the Bank in keeping rates so high for so long.

The lower base rates will reduce industry's borrowing costs by £125 million a year. The pound was barely affected by the base rate reduction. The sterling index closed 0.6 points up at 72.4. Sterling rose 2.5 pence to DM2.94, and was hardly changed at \$1.5850.

But other markets ran out of steam. Government bonds fell by as much as £1.50, and share prices dropped sharply. The FT 30-share index fell 25.1 points to 1,576.3. The wider FT-SE 100 index dropped 24.5 points to 1,973.7.

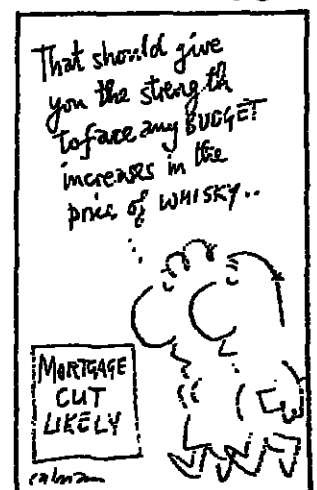
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Operation for heart attack girl



Zeebrugge (Renter) - Nicola Simpson, above, who suffered a heart attack in the ferry disaster and appeared to be recovering, yesterday underwent an operation to staunch internal bleeding and was placed on a machine to help her breathe.

Nicola, aged 14, suffered a huge loss of body heat in the icy waters and received intensive care after being rescued.

"She's fighting, and we are fighting," said Mr Jan Lamman, assistant nursing director at the hospital in Bruges, but was non-committal when asked if she would recover.

Fresh danger from chemicals in hold

By Richard Owen, Brian James and Mark Ellis

As three separate technical inquiries by the British and Belgian Governments and the shipping company Townsend-Thoresen got under way yesterday in Zeebrugge, the company in charge of the salvage operation warned of a possible new danger from deadly chemicals in the hold of the stricken ferry.

The salvage company, Smit Tak of Rotterdam, said it had heard reports that cargoes carried by some of the lorries to the overturned vessel were products containing the highly toxic chemical, dioxin, which featured in Italy several years ago when the village of Seveso had to be abandoned.

Salvage experts also warned that the vessel could break in two if the weather took a turn for the worse with storms on the North Sea coast. In such a case there would be real danger that poisonous substances could be released into the water.

But the Belgian environment minister, Mrs Mieke Smets, denied that there was dioxine in the ferry, but she said there were other toxic substances. She said it was

urgent to find and secure 61 missing barrels containing a cyanide-based poison. The minister said 72 such barrels had already been recovered and the authorities had been told to step up the search for the rest.

Meanwhile, plans were completed last night for flying the badly injured captain of the ferry, David Lewry, home to Britain.

Earlier Belgian legal experts had been quoted as saying there appeared to be no prima facie case for delaying his return and no grounds for a charge of negligence.

A private charter plane was standing by to fly Captain Lewry home. He had earlier been questioned by Judge Arthur d'Hoest, the Bruges examining magistrate who has been appointed to head to the Belgian criminal investigation into the accident.

Judge d'Hoest yesterday served formal warning in writing on Townsend-Thoresen that the company could be liable for prosecution for "disruption of facilities" at Zeebrugge.

Emboldened by the moral support which Iran has promised, Shia Muslim Hezbollah leaders in Lebanon now say that Syrian troops will not be permitted to enter the main Shia areas of Beirut and that the southern suburbs of the city are a "red line" for the Syrian Army.

The Hezbollah (Party of God) warning coincides with a renewed commitment to Lebanon by President Assad of Syria, who marked the 24th anniversary of Syrian Baath Party rule in Damascus by condemning the "external voices" criticizing his country's role in Lebanon.

Speaking to a rally in Damascus on Sunday he said that Syrian soldiers would remain in Lebanon as long as necessary.

Mr Nabih Berri, the Amal militia leader, yesterday assured the wives of the three Americans and one Indian academic kidnapped in January that they would soon be released and that an exchange involving prisoners in Israeli hands was being arranged.

Callaghan reopens defence wounds

By Nicholas Wood, Political Reporter

Labour victory under Mr Michael Foot.

Two weeks before polling day, Mr Callaghan said Britain should not give up Polaris and "get nothing in return". His remarks were denounced as "treachery" by the Left and seized on by the Tories to exploit divisions in Labour's ranks.

Last night, Mr Callaghan stood by his lifelong beliefs as he insisted that multilateralism was the only route to disarmament. "It is my experience that the Russians will pocket any concession you give, saying thank you and giving nothing in return. You have to negotiate at every level."

In an Alliance-initiated debate on the prospects for the removal of intermediate-range nuclear weapons from Europe, Mr Callaghan said the decision of the last Labour Government to deploy cruise missiles had helped bring the Russians back to the negotiating table. Mr Kinnoch is due to meet President Reagan in Washington later this month.

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President's aide quits after week

By Our Foreign Staff

The White House Communications Director, Mr John Koehler - who has been under attack for his boyhood involvement with a Nazi youth movement - has resigned after just one week in the job.

Mr Koehler, who was asked to resign by Mr Howard Baker, the new Chief of Staff, said yesterday that his decision to go had nothing to do with having belonged to the Nazi Jungvolk as a 10-year-old in Germany.

Mr Koehler is to return to being a consultant in international public affairs, communications and crisis management.

He said he had told President Reagan that he recognized and endorsed Mr Baker's need "to have his own team for a successful execution of his vital mission".

Mr Koehler was hired by the former Chief of Staff, Mr Donald Regan.

The White House spokesman, Mr Martin Fitzwater, said that Mr Baker might alter the job organization.

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Hezbollah challenges Syrians

From Robert Fisk, Beirut

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Pressure mounts on smokers

Pressure is mounting on the Government to legislate for smoke-free zones in offices. A new report suggests that non-smokers are 30 per cent more likely to get cancer if they live or work with heavy smokers and that hundreds of people contract the disease this way every year.

The report says passive smoking is 100 times more dangerous than breathing in asbestos particles. Page 5

RFU warning

The Rugby Football Union condemned the indiscipline shown by England's forwards during Saturday's match at Cardiff as "totally unacceptable". Page 40

TIMES FOCUS

Tax concessions have made two-litre cars more attractive to business users. The Times reviews the new and improved models. Pages 41-48

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Portfolio Gold

The £4,000 prize in yesterday's Times Portfolio Gold competition was shared by four readers. Details, page 5.

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'It seems best for relatives to return home...we are setting up a hotline; but those who want

Dead or alive agony haunts relatives in vigil at quayside

By Brian James

The greatest anguish for the relatives of those who perished on board the stricken Herald of Free Enterprise is the waiting.

Typical of them were the two men who jumped down on to the deck of the salvage tug, *Fighter*, in Zeebrugge harbour yesterday, not looking as though they had much hope.

All the same they took out a photograph of a smiling young woman, snapped in an English suburban garden, from its envelope and offered it around. All seven members of the crew took the photograph in turn, studied it, shook their heads and handed it back.

"She would have been in uniform. Blue, with 'TF' on the back", Captain Pic Oppeneers prompted. Another long shake of every head.

The two men, husband and brother of one of the capsized ferry's missing stewards, clambered back on to the jetty and trudged away to seek another boat that had formed part of the rescue armada.

"I think we had maybe forty bodies on the deck here", Captain Oppeneers said. "I think it would be better for those poor men if we could say the lady had been one of them. Not knowing is very terrible."

Not knowing is keeping at least another fifty or sixty relatives of the still missing 81 crew and passengers trudging the quays or sitting in silence in the cafeterias of Zeebrugge. It became clear yesterday that it will be days, possibly weeks, before the trapped bodies are freed from the hull. Until then families and survivors will not know for sure what has happened to their parents, children and friends.

Gently Townsend Thoresen is trying to persuade them to return home. "It seems best", Mr Paul Ellis, a ferry company spokesman, said, "but it must be their own decision."

"We are setting up a special hot line system to let each bereaved family know the instant anything firm is established. But those who want to remain here are helped in any way we can. Anything they want, any time, is the word."

What sustains a few, of course, is hope. Hope forlorn and inexplicable that somehow, somewhere, someone has made a mistake. That hope was reinforced, perhaps, when another survivor, believed dead, yesterday afternoon reported himself alive and well in a telephone call to

the crisis centre. He is thought to be a Continental lorry driver who had made his own way home in semi-shock.

The number saved climbed thus to 409 and the dead and probably dead went down to 134.

"That is two people who have turned up since we gave what we were told were the final casualty figures", Mr Ellis said. "So, theoretically at least, there could be others."

Britons, in knots of ones and twos, patrol the three-mile dock front past the drivers' cafe where gaps on the wall show where photographs of several regulars have been taken across the road to help in another identification.

The naval base where coffins draped with the British Union flag await repatriation.

No one, as Mr Ellis said, is going to be the one to tell them that it is all pointless.

The uncertainty of not knowing has left many people under sedation at their homes in England, unable to travel to Belgium to try to identify the remains.

Among those most affected by the tragedy was Mrs Sallie Lawson, aged 23, who was told her husband, Ian, aged 24, was a survivor only to be informed 24 hours later that he was among the victims.

Mrs Lawson, from Dover, whose husband was a steward on the ship, had waited at the quayside with other relatives for news on Friday night and was elated on Saturday when his name appeared on a list of those who had escaped death.

"Thank God", she said. "We are so close. I would have been lost without him."

But on Sunday she learnt that he was among those missing, presumed dead. Yesterday she was in bed suffering from shock and being comforted by her parents.

A list of the dead will not be issued until the last survivor has been identified by next of kin, Kent police said yesterday.

The force has been "snowed under" with requests for information about survivors and victims. Chief Insp Stuart Donaldson, of Kent police press office, said that they were prepared to check a given name against a 300-name repatriation list but no address will be given.

All press inquiries should refer to the joint Kent police-Townsend Thoresen press office at Maidstone 0622 65432, he said.

Mr Robert Hodge, aged 36, and his wife Debbie, who run the Anchor public house at Stratford St Mary, near Colchester, Essex, drove to Dover after hearing that her parents, her sister and her niece had all been rescued.

But when they arrived Mrs Hodge learnt only her mother was safe and that her father, Mr Norman Blanchard, her sister, Sharon, and her niece were all unaccounted for.

As they recovered from that shock they learned that their 300-year-old public house had burned down in a blaze, probably started by a woodburning stove.

In Clapham, Bedfordshire, the wife and daughter aged 10 of Mr Barry Sopp, a lorry driver, aged 37, had heard no news from him since he telephoned his brother-in-law to say that he was on the ferry.

Mrs Barbara Sopp, whose husband was on his way home from Switzerland with a lorry load of aluminium, was under sedation being looked after by other close relatives.

Other relatives of the missing set off for Belgium yesterday to identify their next of kin or in the forlorn hope that a loved one might still be alive.

Mr Ian Buckley, of Yeovil, Somerset, flew to Zeebrugge after hearing his mother Carol, his father Paddy, his sister Nicola and a teenage neighbour and friend, Stuart Hurley, were among the missing.

He had heard from the Belgian authorities that a car with an almost identical registration number to the one owned by his parents had been on board the ship.

Mr Buckley's brother Paddy said yesterday: "We are beside ourselves with worry. We have not heard anything."

Mr Terry Mead, aged 37, of Sittingbourne, Kent, who returned home on Saturday after escaping from the flooded restaurant of the ship, yesterday returned to Zeebrugge to look for his girl friend, Miss Christine Young, aged 32, whom he last saw when the ship turned over.

At police headquarters in Kent, officials were yesterday still compiling a list of survivors, hampered by communications with Zeebrugge and thousands of incoming telephone calls.

A spokesman said last night that the only list they had was of 300 names of those who had been repatriated to Britain by air or sea.



Mr Roger Broomfield, left, and Mr Brian Gibbons, lorry drivers who have said they were aware of problems closing the doors of the Herald of Free Enterprise when it left port.

'Carpenter' emergency call

Continued from page 1

"Jack told me that he had seen somebody hitting the doors with a hammer after we had set sail," Mr Gibbons said.

The only unusual thing about the trip, he added, was that he was asked to load his lorry at about 4.45pm, an hour earlier than he would have expected.

He said the port authorities had said that because the lorries were going on the top deck, they had to get them on quickly because the tide was going to be a high one and it would not have been possible to load when the tide was at its height.

Mr Gibbons said: "I have seen the ferries set sail before with the bow doors open and I have seen them go out of the harbour with them open."

"They say they are kept open to get rid of the fumes. I think that because it can take between 10 and 15 minutes to close them, they set sail with them open to save valuable time."

"Townsend Thoresen boast that they have the fastest crossing of the Channel," he said, "but they are gambling with safety and gambling with lives, and this time they came unstuck."

Mr Broomfield, aged 45, from Poole, Dorset, said yesterday that crew on board the ill-fated ferry called three times for a ship's carpenter to come and help with the doors.

"It seemed that there were difficulties in sealing them," he said from his bed in Poole District Hospital, where he was undergoing a skin graft to his foot.

"I believe the ship's carpenter was responsible for making sure the doors were working properly," he told *The Times*. "But when they called out for the third time it was too late."

"After the accident one young steward told me that they had been having problems with the doors for between eight and 10 days."

Safety design

Air bag to close gap between doors

By Rodney Cowton
Transport Correspondent

A pneumatic bag positioned between the inner and outer bow doors might be used as an additional safety factor on ferries such as the Herald of Free Enterprise, a leading naval architect said yesterday.

He said that in the event of the outer doors being damaged or failing to close properly, the pneumatic bag could be inflated instantly to fill the gap between the inner and outer doors.

That would probably not be enough to stop the kind of torrential inflow which occurred on the Herald, but it would slow it down and allow extra time for the ship to be evacuated. It would also probably be a relatively cheap.

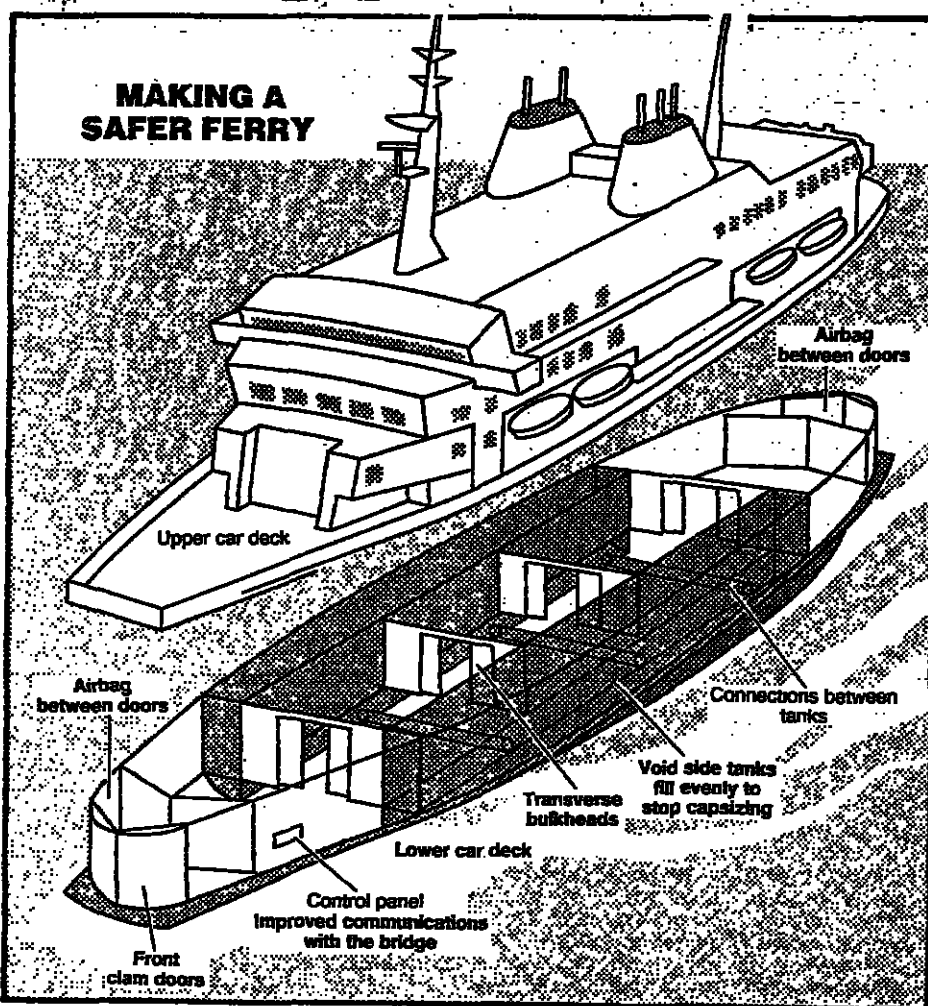
The architect said the fact that disaster had befallen the Herald did not necessarily mean the vessel's design was at fault. It was a good ship, in accordance with modern standards.

He admitted that the idea of a pneumatic bag would be difficult to incorporate in existing ships, and it could be 20 to 30 years before it was generally implemented.

However, Townsend Thoresen could face problems if significant changes were to be called for in their 20,000-ton ferries, Spirit of Dover and Spirit of Calais, which are due to come into service this year.

The architect said ship design was always a compromise between safety and the ability of the vessel to perform its role economically. It would be possible to design a ferry which was virtually unsinkable, but it would be so sub-divided with watertight compartments that vehicles would have to be loaded on and off by crane.

He said there was a need for improved communications between the bridge and crew members responsible for closing the doors, possibly with the installation of an indicator on the bridge to allow the



master to see whether they were closed and locked.

Other possible ways of improving ferry safety, including the installation of mobile water-proof bulkheads.

Another suggestion was that water tanks could be fitted within a twin-skinned hull on both sides of the ship. Those would normally be kept empty, but in an incident similar to that of the Herald, water from one side of the ship would be transferred.

Another naval architect said that oil well heads in the North Sea were often triple

sealed to prevent a blow out. It was possible that ferries ought to utilize a third bow door.

Regulations covering the closing of watertight bulkheads and bow doors in passenger ships leave the master with considerable discretion in some circumstances.

A shipping spokesman said yesterday that the 1980 Merchant Shipping (Closing of Openings in Hulls and in Watertight Bulkheads) Regulations included a general requirement that hull openings and watertight doors, "shall immediately before the ship proceeds to sea, be securely closed, and shall be kept so closed while at sea."

The Act makes it clear that that applies from the time it leaves a mooring.

However, the regulations appear to allow discretion in relation to doors which are not below the "margin line", the top level of the watertight bulkheads, which on a ferry is normally the lower car deck.

The bow doors of a ferry are therefore not below the margin line.

The inquiry into the accident will also look at whether the Herald was properly and safely loaded.

Orphan tells how parents were lost

By Ian Smith

A boy aged eight described last night how he lost his parents and grandparents in the ferry disaster.

Martin Hartley said that they had been standing with a family friend in the bar when the vessel keeled over.

Martin told relatives: "They were all getting further away but I could hear my Dad shouting my name."

"He said I should swim towards him but I cannot swim. On my front, I can only do the backstroke, so I lost sight of him."

Seconds later Martin blacked out and was eventually rescued and taken ashore by a tug.

Last night he was being cared for by his aunt, Mrs Sandra Cowley, of Cotnamhay, near Ilkeston, Derbyshire, who lost her parents, Elsie and Joseph Hartley.

His step-brother, Lance Hartley, aged 24, has offered him a permanent home, with the backing of the county council.

As social workers and members of the family discussed his future, local council officials launched a fund on Martin's behalf and prayers were said at Cotnamhay Primary and Infant School where he was a pupil until half term.

At Cotnamhay Junior School near by, the headmaster, Mr Keith Riley, told 200 pupils: "This tragedy has been brought right home to us. Martin has been through something which I hope none of us ever has to experience."

Martin returned to England on Sunday evening on a special flight to Gatwick with 36 other survivors. He and his step-brother were driven back to the close-knit former mining community of Cotnamhay under police escort.

Mr John Robson, the county council social worker who collected Martin from Belgium, said: "He has been through a lot of trauma and needs time to rest to recover from his ordeal and physical injuries."

Competing companies not risking ship safety

By Edward Townsend
Industrial Correspondent

Ferry companies, analysts and shipping industry observers were united yesterday in expressing confidence that despite the strong competition in cross-Channel services, ship safety was not being compromised.

While few of the companies claim to be making substantial profits from ferry operations, discounting is not producing fiercely cut-throat competition.

"There is a good deal more sanity in the ferry business than ever was the case in aviation", Sealink said. "You only have to remember that the captain and crew have families at home and they are not going to jeopardize their own safety, another company said."

"Ships of the type operated by Townsend Thoresen or Sealink can easily make up a 10-15 minute delay; it is built in to the sailing schedules. If they do have a time problem it is more likely to result in the bar not being restocked."

A typical one-way current price for a cross-Channel ferry ticket is £20 for a family car and £11 for an adult, a level that many say is excessive. Mr Malcolm Hawesby, acting editor of *Lloyds List*, said: "I cannot believe that the ferry companies are not making a profit; there cannot be a more lucrative market, with the operators effectively running a cartel and demand booming."

"Captains and crews are under great pressure to turn round ships quickly, but it would be difficult to prove any laxity in safety observance."

At least 23 shipping lines compete for the huge number of people leaving and arriving by ferry. Government figures show that more than 24 million passengers travelled in or out of the country by ship last year, almost one million more than the previous year.

The biggest upheaval last year was the £286.8 million takeover by P&O, the UK's biggest shipping company, of European Ferries, which operates the Townsend Thoresen ships. P&O thus returned to the mass market, having sold its Normandy Ferries company to European Ferries the previous year.

European Ferries, now the market leader, has spent £170 million in recent years modernising its fleet, and two super-ferries, which will compete with the Channel tunnel, are due to enter service this year.

The business has also witnessed the traumas of Sealink, owned by Bermuda-based Sea Containers, as it closed its loss-making Channel Islands services last year, a move that produced strikes and court cases.

Insurance shares hard hit

By Peter Gartland

Insurance company share prices fell yesterday on the first day of trading since the ferry disaster.

Harshest hit was the Prudential, which dropped 10p to 887p. The Prudential is the lead insurer on the Herald of Free Enterprise, with a 5.5 per cent share of the hull, which is valued at £25 million.

The remainder of the hull risk is spread among other insurance companies and marine syndicates at Lloyd's of London. Much of that is reinsured through British and overseas insurers.

Technically, the hull was insured by Proteus, a captive insurance company owned by the ferry's ultimate owners, P & O. In practice, the risk was placed in the commercial London market by brokers Bain Daves.

It seems unlikely that insurers will be called on to pay the full £25 million to P & O. The extent of the claim will not be known until salvage is completed.

Regarding compensation for dependants of passengers who died, passenger liability is covered by The Standard Steamship Owners Protection Club and Indemnity Association (Bernuda) Ltd, a ship-owners mutual club, whose London agent is Charles Taylor & Co.

Mr Ian Lawson, of Charles Taylor, said yesterday that under an international agreement known as The Athens Convention, dependants would be entitled to automatic compensation of £38,000. Payments under the convention would be in addition to cover taken out individually.

There may be additional life cover for people who purchased their tickets using credit cards. There is automatic life assurance of £50,000 with Barclaycard.

In addition it is likely that dependants will pursue legal claims for loss of support. Parents who lost children will be able to claim for loss of expectation of life.

Salvage firms try hydraulic link-up

Captain Pic Oppeneers took the tug *Fighter* round the hull of the stricken ferry to see the start of preparations for the salvage operation.

His vessel, which raced from Flushing in time to save 70 people on Friday night, is now seconded to the consortium, headed by the Dutch firm Smit Tak, that will raise the Herald.

A huddle of executives from the salvage firms involved spent yesterday afternoon trying to finalize the complicated contract and their strategy is expected to be announced tomorrow.

Mr Paul Ellis, a ferry company spokesman, said: "We're trying to do legal work in two days that would usually take two months."

Meanwhile, it is known that an attempt will be made to link special hydraulic lines on a salvage vessel to the Herald's own hydraulic system - rather like jump leads on a car - to close the doors of the capsized ferry.

"I don't think this has ever been done before", said Captain Oppeneers, a salvage tug master for 20 years. "Someone is bringing plans from Townsend Thoresen showing the vessel's own hydraulic system so the salvage team can find a way to couple up."

"Maybe this way we will find out what went wrong with

those doors even before the ship is raised. If they can't close the doors so they can pump dry it is going to be a very big problem to make her upright."

As we circle the Herald, adrift amid bright sunshine in a Sargasso sea of leaden advertising duty-free bargains, presumably washed out of a breached saloon, unseen divers from the salvage vessel Norma were below.

"I don't like to be here", Captain Oppeneers said suddenly. "In 20 years of saving many ships I have never been involved in a thing like this. Never had my deck covered in bodies until we couldn't move."

Neils strung across those gaping bow doors have enmeshed several drums of cargo and that appear to be pieces of furniture, seat covers and possibly life jackets in a frothy "stew" of debris. The sight emphasized the difficulty and danger of the salvage task.

As well as clearing the wreck of remaining bodies, divers are going to have to ease out of the ship's interior much of the smashed glass that could endanger their own lives.

It is likely to be several weeks before the Herald of Free Enterprise stands again as a ship afloat.

Cash flows in for victims

By David Cross

Three separate funds have been established to help survivors of the Zeebrugge ferry disaster but talks are under way to bring them together in due course.

The Government has given £1 million to the Channel Ferry Disaster Fund and Dover District Council has given £25,000.

Announcing the setting up of the official fund yesterday, Mr Brian Woods, Director of Tourism, said a top priority would be victims such as Martin Hartley, aged eight, of Ilkeston, Derbyshire, who survived the tragedy but lost his parents, grandparents and a family friend he knew as an aunt.

The other funds were opened by *The Sun* with an initial donation of £50,000 and the *Daily Mirror* with a payment of £10,000. A further sum of £250,000 has been put aside by P&O, the parent company of Townsend Thoresen, for the immediate personal needs.

Yesterday Dover council's offices were being inundated with offers of help.

Those in need can apply immediately and the first payments are expected this week. Donations can be made through any bank or building society.

HERALD OF FREE ENTERPRISE

Townsend Thoresen invite all those wishing to make claims in respect of the 1900 sailing from Zeebrugge to Dover on 6th March 1987 to write to the following Company address:-

Enterprise House
Channel View Road
Dover CT17 9TJ
Telephone: (0304) 223611

TOWNSEND THORESEN

Sheen to head Government's inquiry

By Alan Hamilton

Mr Justice Sheen, who was yesterday appointed to head the inquiry into the Zeebrugge ferry disaster, is the Admiralty judge in the Queen's Bench Division of the High Court and one of the country's leading authorities on maritime law.

He also has more immediate experience of the sea, having been a member of the Royal Naval Volunteer Reserve throughout the Second World War. He was involved in escorting convoys and, from 1943, when he was aged only 25, he commanded the minesweeper HMS *Kilkenzie* for three years.

The former Mr Barry Cross Sheen, now aged 68, was educated at Haileybury and Trinity Hall, Cambridge, and was called to the Bar in 1947. He has been a maritime law specialist since early in his career and was appointed a junior counsel to the Admiralty in 1961.

Five years later he began a 12-year spell of close association with shipping accidents, both as a member of the panel of Wreck Commissioners for England and the panel of Lloyd's Arbitrators in Salvage Cases.

In those posts he dealt regularly with the loss of ships at sea. He acted as counsel for

the then Board of Trade in 1968 in the inquiry into the loss of three British trawlers, the *Ross Clevehead*, *Kingston Peridot* and *St Rumanus*, that sank in gales off Iceland with the loss of 58 lives.

During the hearing he suggested that at least one of the vessels did not have a sufficient margin of stability for the Icelandic fishing grounds, but he invited the court to say no one had been to blame for the loss of the ship or her crew.

Two years later, still as Mr Barry Sheen QC, he again acted for the Board of Trade in the inquiry into the loss of the *Nicolaus*, a 776-ton British

coaster, off Boulogne. At that hearing he claimed that the crew was inexperienced and that the foreign-going master's ticket, which the captain claimed to hold, was a forgery. The inquiry subsequently blamed the captain, who was drowned with one crew member, for the loss of the vessel.

Mr Justice Sheen was knighted when he was made a High Court judge in 1978. Since then he has continued to specialize in the law of the sea.

He lists his recreations as bridge and golf, but not sailing. "He had enough of that during the war", a legal colleague said yesterday.

to remain will be helped in any way we can. Anything they want, any time is the word.'

United in grief for those who perished at sea



By Philip Jacobson

As with every town that sends men to sea in peace and war, Zeebrugge has its memorials to the lives lost beneath the waves.

Before yesterday's Memorial Service at the Church of St Donatus for those who perished on the Herald of Free Enterprise, the local priest showed me the immaculate little garden of remembrance where the victims of the ferry disaster would be commemorated by more solemn words carved on to another slab of granite.

There, in a wintry sunshine, he pointed out the graves of German and British soldiers and sailors and airmen, some "known only to God" buried next to each other and marked with a long straight line of crosses.

Behind us the VIPs were beginning to arrive in black limousines. Inside the Catholic Church, a new building in weathered brick, other priests fussed over final preparations for what one called "this moment of shared grief".

You could easily have lost count of the prominent worshippers setting quietly into their pews. Prince Philippe, heir to the Belgian throne, Mr

Peter Petrie, British Ambassador in Brussels; the gold braided figures of General Sir Martin Farndale, Commander-in-chief of the British Army of the Rhine, and Air Marshal Sir David Parry-Evans, RAF Commander in Germany; a clutch of sombre executives from Townsend Thoresen, among them Sir Jeffrey Sterling, chairman of P&O, the parent company, grey-faced with fatigue after flying in from New Zealand earlier that morning.

But there was no mistaking those who have suffered most from the tragedy, when they arrived in a coach. They were the survivors, the bereaved families and friends and the anguished people who still do not know the fate of loved ones.

All had that glazed and distracted look brought on by shock and fatigue as they were hurried past waiting journalists.

With the exemplary sense of occasion that has marked every aspect of the aftermath of this catastrophe, the 30-minute service was simple and immensely dignified. Side by side at the altar, the Bishop of Bruges, Roger van Gheluwe, and the Rt Rev Richard Third,

Anglican Bishop of Dover (home port of the lost ship), delivered their moving messages in Flemish and English. "In the midst of tragedy, how our little dreams crumble and seem no longer of any importance and we begin to grieve for other people's loss", the Bishop of Dover declared. "Yet we may derive some comfort from knowing that at the worst moment of the disaster, men and women were giving each other great comfort and support."

The Bishop of Bruges told the congregation: "We are struck once again by the danger of the sea, by the danger to all who work upon it."

A message of condolence from the Pope was read out in Flemish and similar sentiments were expressed on behalf of the Archbishop of Canterbury.

Tears were flowing by then as worshippers struggled to hold back their grief.

Outside, in the keen wind, the ordinary people of Zeebrugge had gathered, some out of curiosity to be sure, but far more because they shared deeply and most movingly the sorrow that the sea has brought once more to their own little town.

The fatal tilt Ballasted bow sucked in waves

By Harvey Elliott

The official inquiry into the loss of the Herald of Free Enterprise will focus on just what happened in the 11 minutes between the ship edging away from the dock-side and turning on to her side in the icy sea.

It was just after high tide at Zeebrugge when the ferry began loading its cargo of 46 lorries and 84 cars. Zeebrugge harbour, where authorities had been planning to build a new ramp which can enable "double deck" ferries to be loaded at any state of the tide, was still using the old hydraulically operated ramp which simply could not reach the top deck of the Herald.

So as the ship approached the harbour its forward ballast tanks were filled with 250 tons of sea water which slowly lowered the bow of the 7,951-ton vessel by about 3ft.

The lorries were loaded on to the lower deck and then the cars were driven on to the top deck, now in line with the fully

extended steel ramp because the ship's bow was dipping slightly downwards.

The ferry was fuller than usual. Instead of the handful of foot passengers on board during the slack winter, there were hundreds last Friday, attracted by a cheap day-trip deal.

It was also running slightly late and everything had to be speeded up to ensure that it caught up with the punishing schedule.

So, as is normal, the order was given for the engines to be put into reverse and for the ship to inch backwards away from the dockside while work was still going on to secure lorries and cars, loosely stored in the giant, aircraft carrier-like car decks.

A few hundred yards out, the ferry turned and headed towards the outer harbour wall where, it was known, a strong current in the hours after a high tide ran strongly from left to right.

The only way of ensuring that the ship was not pushed

from its course by this tide was to cross it at high speed. So as she passed the walls she was travelling at about 15 knots.

But down in the car deck all was not secure. The huge doors, each weighing 12 tons, had not been fully closed. Because they must be closed before the two inner doors, themselves weighing five tons, this "second line of defence" against the sea was not in place either.

Whether the process of closing the doors, which takes four minutes and cannot be hurried, had not been started in time or whether there was a malfunction which prevented them from closing only the inquiry will reveal.

But as the ship hit the choppy cross current they were still open. The 15 knot forward speed, rather than cause the ballasted bows to lift, pushed them even further towards the waves.

By then the huge and powerful pump which is used to empty these tanks, deep in the bowels of the ship, was work-

ing furiously to empty them. But it can take at least 20 minutes and often as long as three quarters of an hour for all the water, and therefore all the weight, to go.

So the 12ft high "gap" between the surface of a flat calm sea and the bottom of the lower car deck was now critically reduced to nothing, first by the 3ft drop caused by the ballast in harbour, then by yet another dip caused by the 15 knot forward speed and finally by the choppy seas.

Suddenly water sloshed in through the open doors.

Like water on a large tray it immediately found its own level: on the port side as the ship inclined. As more water came in the roll increased and cars and lorries slipped from their moorings crashing towards the port walls of the ship and increasing the rate of roll.

The build-up of incidents, none in itself serious, had combined to bring death to 134 people on board.

£250,000 fund for relatives

Sir Jeffrey Sterling, chairman of P&O, owners of Townsend Thoresen, said yesterday: "The first priority must be the interest of the relatives."

He said in London: "We've set up organizations to look after them in every conceivable fashion. We've got some of our top management at the hotel where the relatives are staying."

"P&O have also arranged £250,000 to be available to help immediate welfare cases."

"Another major priority is to get that ship up as fast as we possibly can."

Sir Jeffrey said he was "devastated" by the disaster and he praised rescuers.

He said it was too early to speculate on the cause of the disaster. "We must wait for the outcome of the inquiry." He refused to comment on claims that the ferry may have gone down because the doors had not been closed.

Bradford fire cases to begin

Claims for compensation over the Bradford City fire disaster will go ahead after a decision announced yesterday by the residuary body winding up the affairs of the former West Yorkshire County Council.

A spokesman announced there would be no appeal against the High Court judgment which held the council one-third to blame for the blaze in the football club's stand.

Mr Roy Woodcock, spokesman for the residuary body, said: "The decision has been taken after a meeting with our advisers."

Bradford City were found to be two-thirds responsible for the disaster at the historic hearing brought by Mrs Susan Fletcher, a widow from Nottingham, who lost four relatives in the fire in May 1985.

Mr Bill Hudson, her solicitor, says 155 people, including 45 police officers, are waiting to make claims for compensation.

They include people injured at Valley Parade and those who lost loved ones. The total figure could rise to £5 million.

The decision of the residuary body removes the final obstacle for those who have suffered delays in pressing ahead with their claims.

Last night Mrs Fletcher, aged 34, spoke in a radio interview of her relief at the decision.

She said on Bradford's Pennine Radio: "I never knew just how difficult the test case would be and the extra burden of waiting to hear if an appeal was going to go ahead has just added to that. Thank goodness they haven't waited any longer to announce it."

"Justice has been done but in a way it won't help me - but at least it may prevent a similar tragedy happening again."

Anonymity for rape victims from time of attack rejected

By Frances Gibb, Legal Affairs Correspondent

The Government has rejected a call by the Press Council to toughen its proposals, to be debated today, to give rape victims greater protection against being identified from the time of the attack itself.

In its Criminal Justice Bill, the Government is already proposing a new protection on top of the existing law. It would prohibit publication of a victim's name, address and photograph, from the time a victim complains of rape.

At present the only protection the law affords is to prohibit publication of any details likely to lead to identification after someone has been accused of the offence.

It is also proposing to end anonymity for defendants in rape cases, which has existed since 1976 when it was brought in alongside anonymity for victims.

In its report last week on

press coverage of the Ealing vicarage rape case, the Press Council said that the Government's proposals did not go far enough.

A victim's anonymity, the council said, should be fully protected from the time of the rape, with a ban on publication of any material which could identify her, and not just on publication of her name, address and photograph.

Yesterday, Mr David Mellor, Minister of State in the Home Office, said that the Government was concerned that if there was a wider prohibition from the time of the complaint, the police would be hampered in their inquiries and in obtaining the information they needed to apprehend the attacker.

The Government was mindful, particularly in the present climate of concern over secret trials, not to

restrict press publication unnecessarily, he said.

He added that there was "little doubt that the fact that the rape took place in the Ealing vicarage assisted police in obtaining their information".

Mr Mellor said it would not be satisfactory to give police a discretion as to when to publish details. That would give them the very difficult job of trying to seek consent from a victim at a time when she was under great stress.

Under the Government's proposals to ban the name, address and photograph of the victim, much of the material in the vicarage rape case could not have been published, he said.

Mr Mellor did concede that the Government would extend that ban to include artists' impressions, as the Press Council recommended.

Schools given £3.5m boost for technology

An extra £3.5 million is being made available to schools for information technology this year, Mr Geoffrey Partie, Minister of State at the Department of Trade and Industry, said yesterday.

The cash is on offer because of underspending at the department in the financial year 1986-87, and is available to independent and state schools, which must place their orders by next Tuesday.

The independent sector has been allocated 4 per cent of the £3.5 million spent on information technology in schools in the past five years.

Mr Partie said: "Recent surveys have shown that the provision of IT equipment in schools is uneven and, in certain respects, still less extensive than needed."

Ruling on costs could halt school field trips

By Our Education Reporter

Children may be deprived of school field trips after an ombudsman's decision that accommodation costs should be borne by the ratepayer, a council leader said yesterday.

Mr John Clout, the leader of North Yorkshire Council, was commenting on the county ombudsman's decision to uphold a father's claim for the £62 it cost his son for transport and lodging on two A-level geology field trips.

The decision could cost North Yorkshire Council about £33,000 a year.

"If this decision were applied across the country as a whole, it could cost ratepayers many thousands of pounds or could lead to a drastic reduction in residential field trips for pupils. We have to look at

the matter very carefully", Mr Clout said.

The decision could add £500,000 to education service costs nationwide and more if field trips become more popular as part of the new General Certificate of Secondary Education.

The council argues that the field trip was not compulsory in this case. Field trips are not part of the geology syllabus. It was brought to the attention of the county ombudsman, Mrs Patricia Thomas, after a case last year in which Wiltshire County Council was ordered to pay for the tuition costs of a student's field trip.

The North Yorkshire case is the first in which a county council has found itself liable for board and lodging.

Gallantry rules for students

By Sarah Thompson Education Reporter

Wolf-whistling, staring, making unexpected telephone calls and sitting next to unknown women on buses are all on a blacklist which a college principal has sent his male students.

Dr Gordon McGregor, principal of the College of Ripon and York St John, a Yorkshire teacher training college, says he wants to make the community a safer and pleasant place.

He has become so concerned at rising levels of violence around his split-site campus that he wants his students to set a good example in gallantry.

He has issued a 10-point code of conduct which orders male students to watch their behaviour and language more carefully if women are around.

If the students follow the code, casual conversation between strangers of opposite sexes will come to a halt as well as late-night sing-songs after rugby matches.

Although the code has the "100 per cent support" of Mr Stuart Fife, president of the student union, some discontented male students are complaining.

One said: "The code tells us to change our route if we are driving behind a single woman. You might as well change the whole highway code to avoid sexual harassment."

Among rules in the code are: ● Don't intrude on women if they are walking alone. Don't stare, cat-call, brush past or ask for a light. Don't ask the time or make any unnecessary comment.

● Don't give a solitary woman the impression you may be following her. If necessary cross the road or change your route. Keep your distance in badly lit areas, alleys or subways.

Dr McGregor admitted yesterday that the advice on changing route was "a mistake which perhaps should not have gone in".

He added: "But some young men - not the sort at my college - do drive close behind solitary women on lonely roads to frighten them."

"I am hoping that the students will set a good example to the rest of the community. York is not as safe for women as it might be and I would like students to look out for bad behaviour and improve the general standard."

Computer check on suspects

By Martin Fletcher Political Reporter

Immigration controls are to be substantially improved by computerization of the international suspect list, and the introduction of computer screens at all British entry points.

This will give immigration officers up-to-the-minute, reliable information about terrorists, criminals and others who may be trying to enter the country illegally. Home Office officials told the Home Affairs Select Committee last night.

At present the suspect index, which contains up to 20,000 names, is produced annually in book form, and updated daily by hand. The books deteriorate, making it harder for officers to search for names, and there are delays in receiving new names.

Computerization is expected to cost nearly £3 million. The operation will begin early in 1989 and take up to 18 months. Simultaneously, British passport offices will begin issuing British subjects with "machine-readable passports".

Home Office officials also told MPs of the "substantial problems" posed by proposals to have the passports checked on the trains of those using the Channel Tunnel, an idea that has been accepted in principle by the Government.

Home Office rejection on practical grounds of on-train clearance would significantly increase travel time through the tunnel.

Mr Peter Tompkins, Chief Inspector of Immigration, said on-train clearance would require twice as many officers and separate cabins in carriages in which to conduct confidential interviews and possibly detain people.

Cleared passengers would have to be segregated from those not checked, officers may have to carry around forged detection equipment and take notes. There would have to be facilities on-train for alerting police further up the line.

The operators are envisaging four services an hour at peak periods with a maximum of 750 passengers a train. Those terminating in London could be subject to traditional passport control, while "penetrating" trains to other British cities could have on-train immigration facilities.

"We are trying to take as sympathetic a view as possible for on-train clearance, particularly for trains going beyond London," Mr Tompkins said.

JANNEAU WHO WAS THE FIRST TO MAKE ARMAGNAC FAMOUS?

I'd say balzac to anything less
A. Balzac?

I nose it's the best
B. Cyrano de Bergerac?

Musketier in time for the armagnac
C. D'Artagnan?

ANSWER
For your own convivial circle
Jannau, the aristocrat of armagnac,
Society in 1612. Today introduce
the generous spirit to Parisian
in the Three Musketeers, introduced
nobleman immortalised as D'Artagnan
C is correct. Charles de Batz, Gascon
JANNEAU
Very old Armagnac Brandy

March 9 1987

PARLIAMENT

Barriers to progress 'are coming down'

The barriers to progress in the coal industry, those of negative attitudes and entrenched restrictive practices, were coming down all over the country as record productivity levels were reported from pit after pit, Mr David Hunt, Under-Secretary of State for Energy, said during Commons question time.

His comments came during exchanges on miners dismissed during the year-long strike. He told the House that last year a final internal review had been announced to look at all outstanding cases of alleged unfair dismissal arising from the dispute.

The result of that review was not yet available, though it was nearing completion. Mr Alexander Edie, an Opposition spokesman on energy, said: Is it not time we had the results of the review? There are 113 miners in Scotland still dismissed, although the strike was over two years ago.

The dispute will never be over until justice is seen to be done and these men all over the country are reinstated. Mr Hunt: Dismissal and re-employment is a matter for British Coal. Of the 1,014 miners dismissed as a result

of that tragic and unnecessary strike, half have been taken back.

If for one moment he would lift his eyes from his normal Scargill brief (loud protests from the Opposition) he would recognise that the barriers to progress, built up over the years by negative attitudes and entrenched restrictive practices, are coming down all over the coal industry.

It is about time he recognized that the only power Scargill has left is the power to exercise control over the Labour Party energy policy (renewed protests from Labour benches, including a call of "You graceless man").

Mr John Hannham (Exeter, C): In future discussions with the chairman of British Coal, would he congratulate the miners at Margam in South Wales on the acceptance of the day-shift system? This vote took place exactly two years to the day after the end of the coal strike.

Mr Hunt: The industry has indeed moved on and I wish members opposite would realize that the industry has moved away from the political strikes of the past, away from the negative conflicts started by Scargill, towards the most positive

attitude to productivity this nation has ever seen. Mr Allan McKay (Barnsley, West and Penistone, Lab): Our concern is for the miners who have been dismissed, in some cases for reasons they would not have been dismissed for in normal circumstances, in some cases for stealing a bit of coal as he or I would have done in similar circumstances.

Does he not agree it would be very good for industrial relations to make a magnanimous gesture in these cases? Mr Hunt: These are matters for British Coal. I remind him that half

the men have been taken back. This is not a matter for ministers. Mr Alexander Pollock (Moray, C): Would he congratulate the chairman of British Coal on behalf of management and workforce on achieving new record levels of productivity? Is it not that productivity that offers the best prospects of stability for the workforce concerned? Mr Hunt: I find enthusiasm and determination of men and management in pushing through these new production records. They will take the industry into a stable and viable future and ensure for miners security of jobs.

Oxbridge influence 'still too strong'

The administrative groups of the home Civil Service and the equivalent grades in the Diplomatic Service were still overwhelmingly dominated by "the products of Oxbridge", Mr Robert Wareing (Liverpool, West Derby, Lab) complained during questions.

It was time to end that sort of elitism and bring a certain amount of democracy into the matter, he said, pointing out that 70 per cent of those recruited into the home Civil Service administrative groups in recent years had been graduates of Oxford or Cambridge.

Mr Richard Luce, Minister for the Civil Service, said that their sole interest must be to get the best people. The recruitment system was fair and open and it was based on merit.

In 1982, 75 per cent of recruits for the "high fliers" were from Oxbridge, but at the end of 1986 it was down to 46 per cent.

Sir Geoffrey Flaherty (Hampstead and Highgate, C) said those who had dealt with the administrative sections of the Civil Service had found them extremely good and did not want them "wrecked about with some sort of equality nonsense".

Mr Luce agreed. What really mattered was that the system should be fair and open.

Fatal accident figures dispute

A comparison of figures for fatal accidents in the coal industry and in the civil nuclear power industry over the past decade was described as "totally misleading" during Commons questions.

Mr Donald Stewart (Western Isles, SNP) was speaking after it was announced that there had been 10 deaths, some involving radiation, in the civil nuclear power industry as opposed to 388 in the coal industry.

"A fatality in the mining industry is a tragedy for the individual concerned and his family. It is totally unlike a fatality in the nuclear power industry which will have implications for the community concerned and society at large," he said.

£93m for arts in Scotland

The Arts Council of Great Britain had allocated £13.52 million to the Scottish Arts Council in 1986-87, and another £80 million was provided for arts and libraries under the Secretary of State for Scotland's programme this year.

Mr Richard Luce, Minister for the Arts, said during Commons questions that the Scottish Arts Council had shown confidence in itself by saying that they could settle the Glasgow Festival and the Year of Culture would need Government investment.

Mr Luce said Glasgow had shown confidence in itself by saying that they could settle the Glasgow Festival and the Year of Culture would need Government investment.

Call for more art gifts

Mr Richard Luce, Minister for the Arts, urged more people to give works of art to the nation in lieu of tax. He said during Commons questions that more opportunities for more acceptance in lieu were being sought and there had been only seven acceptances this year.

The arrangement meant that the contingency reserve could be drawn on by an extra £10 million, in addition to the £2 million that his own department gave. In this financial year just over £3 million had been drawn on.

Immunity 'is unlikely'

It is most unlikely that that the British courts would regard diplomatic immunity as applying in a recently reported instance involving alleged indecent assault, Mr Timothy Eggar, Under-Secretary of State, Foreign and Commonwealth Affairs, said.

Soviet Jews

A slight increase in the number of Jews allowed to leave the Soviet Union, to 146 in February, fell well short of expectations, Mr Timothy Eggar, Minister of State for Foreign and Commonwealth Affairs, said in a written reply. He added that the Foreign Office would continue to press for a significant improvement.

Britain gets oil orders

British industry gained 80 per cent of the orders available from the offshore oil and gas industry in 1986, Mr Alick Buchanan-Smith, Minister of State for Energy, said during Commons questions. He wanted that to continue.

Admiralty judge is appointed to head inquiry

Mr John Moore, Secretary of State for Transport, made his statement on the Zeebrugge ferry disaster to a crowded and sombre House. In subsequent questioning he emphasized that safety must be paramount in the operation of cross-Channel ferries and that commercial pressures must not be allowed to subordinate it.

In his statement, Mr Moore said: Shortly before 7pm GMT on Friday March 6 the roll-on, roll-off passenger ferry Herald of Free Enterprise capsized without warning in a position about three-quarters of a mile outside the entrance to the port of Zeebrugge. She had left Zeebrugge about half an hour before on a passage to Dover.

It is my sad duty to inform the House that a total of 53 people are known to have died and 82 others are believed to be missing. A total of 408 passengers and crew were rescued. I am sure that the whole House would wish to join me in expressing our deepest sympathy to the bereaved and the injured.

Immediately the tragedy occurred the Belgian authorities took charge of the search and rescue arrangements, with assistance from HM Coastguard and the Ministry of Defence Rescue Co-ordination Centre at Plymouth. Two British warships were immediately dispatched to the scene, together with search-and-rescue helicopters carrying divers and other rescue equipment.

I wish to pay tribute to all those involved in the rescue arrangements, and particularly the Belgian authorities and the Belgian people, without whose speedy response the casualties would have been much greater. I should also like to pay tribute to the police, hospitals and fire services on both sides of the Channel, the staff of Townsend Thoresen and the British Ambassador and his staff in Belgium for their assistance to the injured and bereaved.

Thatcher comes under fire

The British Government had been almost the last to respond to the proposal by the Soviet leader, Mr Gorbachev, for the scrapping of medium-range nuclear weapons in Europe, Mr John Cartwright, (Woolwich, SDP) Alliance spokesman on defence, said when opening an Alliance-initiated Commons debate on the prospects for removing intermediate nuclear weapons from Europe.

He said that the Government was somewhat restrained in its enthusiasm, whereas the worldwide response had been positive. The zero-zero solution meant the Soviet Union would have to get rid of more nuclear weapons than would the Europeans.

However, the British Government's attitude to zero-zero had undergone subtle changes since the Reykjavik summit. Mrs Thatcher had, for a supporter of the straightforward zero option. It had been her objective, Clear, Unconditional, Unqualified.

ZEEBRUGGE

A team of marine surveyors from my department led by Captain Vale have begun to conduct a preliminary inquiry into the loss of the vessel. I have decided that a full formal investigation should be held into this disaster. It will be conducted under the provisions of the Merchant Shipping Act. I am pleased to announce that after consultation with the Lord Chancellor the Hon Mr Justice Sheen, the Admiralty judge, has been appointed to be the Commissioner for the investigation. He will be assisted by four assessors who will be appointed shortly.

The date and venue for the inquiry will be announced when arrangements have been made, but I am anxious that there should be no delay.

It will be for the formal investigation to investigate the causes of this disaster and to make recommendations to ensure that all possible lessons are learnt. But the preliminary reports which I have received suggest that the cause of the capsizing of the vessel was an inrush of water through the bow loading doors. I have no evidence to suggest that this was due to any fundamental fault in the design of the ship.

My department has today embarked on a programme of checks on "ro-ro" ships leaving UK ports to ensure that all loading mechanisms are in working order; that officers and crew are aware of the operating procedures and that all openings in the hull and superstructure must be closed before they proceed to sea in accordance with statutory requirements, and that recommendations of safe practice should be observed.

I am also advising owners of "ro-ro" ferries to fit warning lights on the bridge of the vessels to show whether or not the

loading doors are properly closed. I shall consider whether or not to make this a statutory requirement.

Understandably there is anxiety about the financial difficulties of the injured and bereaved both immediately and in the longer term.

I regard immediate needs in Zeebrugge the British Consul and his staff are offering all possible consular assistance. In this country, the Department of Health and Social Security is providing emergency arrangements so that people arriving at Garwick and Dover can be given immediate help. As regards concern about longer-term financial entitlements, a team from DfSS is going out to Zeebrugge today to give advice on the spot.

I understand P & O have announced today that they have set aside £250,000 to meet immediate personal needs of those in distress following the tragedy. This fund will be handled by the Townsend Thoresen office in Dover.

The company will also be advertising in the national press tomorrow with details of the central point for claims. I have their assurance that all claims will be dealt with as quickly as possible.

On the initiative of the Dover District Council, a Channel Ferry Disaster Fund has been established to assist the victims and their relatives. This will not affect claims for compensation. The Government is contributing £1 million to the fund (Parliament will be asked to approve this).

Every year some 40 million passengers are safely carried on United Kingdom ferries and it is tragic that our fine record of safety has been marred by this disaster.

I share the grief and the anguish of those who are bereaved, and of those who are still uncertain of the fate of their friends and relatives. I am sure the thoughts of all members of this House are with them.

that imbalance had been sorted out.

Verification was obviously an essential element in any agreement. It was going to be a great deal of tough and detailed negotiations, but he did not believe it should be allowed to become a stumbling block in the search for an agreement.

Nato could not go on seeing nuclear weapons as some sort of crutch to bolster its conventional defences.

The INF deal should not be linked to conventional force levels. They should be subject to separate negotiations. Nor should a slavish adherence to the doctrine of flexible response be allowed to stand in the way of sensible disarmament.

Just as it had been wrong for Mr Gorbachev to try to link us in intermediate-range nuclear missiles with SDI, so it would be wrong for Nato to try to link an INF deal with other important issues which should be the subject of separate negotiations.



Mr George Younger, Secretary of State for Defence (right), being greeted at the Defence Ministry in Paris yesterday by his French opposite number, M André Girard. Mr Younger was beginning a two-day visit to France.

MPs express shock at death toll and praise for rescue services

Mr Robert Hughes, chief Opposition spokesman on transport, questioning Mr Moore on his statement, said: I express our shock at the magnitude of the tragedy and the large loss of life and offer our condolences to all relatives and people who lost families or were injured. It is particularly shocking to those of us with seafaring connections.

I join in the tribute to the rescue services and the Belgian authorities, who acted with speed and efficiency and to individual passengers and crew members. There were individual acts of heroism and many members of the crew and passengers put their own lives at risk, and indeed lost their lives trying to save other people.

He thanked the minister and his staff for keeping him in touch with the situation, and the Government for contributing £1 million to the disaster fund.

He added: It is of prime importance that we discover as quickly as possible whether the primary cause was the ship sailing with doors open.

I am glad to hear that he has already put his marine surveyors on ships to check the mechanisms to make sure nothing is wrong and I am pleased that he is insisting that all roll-on, roll-off ferries should be fitted with

Will he undertake immediate examination of the need to secure vehicles before vessels leave port? It appears that a contributory factor might have been vehicles moving rapidly.

Could he look into the possibility of installing stanchions where there are no bulkheads to prevent vehicles moving quickly in a disaster like this. Movement clearly affects the stability of vessels.

Will the inquiry be into ship design, especially stability - into why in 45 to 60 seconds it could heel over?

Will the minister look at the possibility of fitting moving bulkheads, if not to existing vessels, to new ones? Bulkhead provision would buy some time in which to get people evacuated.

We want a thorough and urgent report. Can there be interim reports so that any safety lessons which emerge are immediately put into effect?

Will he urge the inquiry to look at the commercial pressures which may compel vessel owners to have swifter turnarounds and see that in no circumstances will commercial pressures be allowed to militate against safety?

Mr Moore: Safety is a first prerequisite. He was right to pay tribute to the passengers and certainly to the crew. It is difficult at this stage to be precise, but it is quite clear that there are as yet many untold heroic actions. I am quite sure they would have done their duty to the standards and traditions of the British merchant marine.

No action will be taken by the time it takes us to establish the precise cause.

With regard to section 21 of the Act, I would not hesitate to use it. There are already considerable regulations in this area. There are not statutory regulations in regard to physically securing vehicles. Whether or not they should be turned into statutory regulations is some-

thing I would be more than happy to consider. The Transport Commissioner for the European Commission, Mr Stanley Clinton Davis, did spend most of Saturday with me. He wishes European transport ministers to look into this matter.

The public inquiry will address design and safety margins for this type of vessel. This is important for the many millions who do travel by sea. There is no evidence to suggest any reason to impose restrictions on their (the ferries) operations.

Mr Peter Rees (Dover, C) said that the prompt visit paid by Mr

Moore and by the Prime Minister to Zeebrugge to see the aftermath of the disaster was much appreciated. Many people in east Kent would wish to be associated with the tribute he had paid to the rescue services and the expressions of gratitude to Belgium.

Would he ensure that the judge and assessors of the public inquiry were afforded all the assistance they required so that, while their inquiry was a thorough one, it would also be fairly speedy.

Obvious uncertainties over the reasons for this incident might well prejudice the ferries which had until now a well deserved reputation for efficiency and safety in carrying millions of people across the Channel.

Mr Moore said that he could not express enough the thanks of the House and the British people for the extreme courage and care of the Belgian authorities and people.

An inquiry must not be restricted in any way so far as resources were concerned. "It is

essential that we do this as fast as we possibly can. We have a very important industry here that carried 23 million people last year."

It may become necessary to secure vehicles

Belgians acted with speed and efficiency

warning devices so that the crew on the bridge know that doors are closed. It should not hesitate to use section 21 of the Merchant Shipping Act, 1979, to see that that is done.

Will he discuss with European transport ministers of member nations how he can investigate common procedures because we want to see that all vessels have proper standards and sailing procedures?

North sea oil

Industry 'is facing tax peril'

By Martin Fletcher, Political Reporter

The North Sea oil industry will be wrecked unless the Government rapidly modifies its tax policy to compensate for the slump in oil prices, MPs have been told.

Written memoranda to the Commons Select Committee on Energy from all sectors of the industry have emphasized that, without urgent fiscal action to stimulate development and exploration, there would be few British construction and supply companies left to benefit when conditions improve in the early 1990s.

The Conservative-dominated committee published the memoranda yesterday so that they can be considered before Mr Nigel Lawson, Chancellor of the Exchequer, unveils his Budget next week.

Evidence from local authorities, industrial organizations and oil companies speaks of a "crisis" in oil-related industries as the price slump caused oil companies to cut back sharply on exploration and development.

The Scottish TUC estimated that up to 53,000 jobs had been lost with a further 10,000 of the remaining 29,000 offshore jobs in danger this year.

The Scottish Development

Agency predicted a cut of a half in orders related to development work, adding: "This will have a severe effect on the capability of British supply and service companies to take advantage of the opportunities that will exist in the future development of the North Sea and the much larger markets that will result from oil developments overseas."

The Highlands and Islands Development Board said one of the pipeline companies was operating at present. Platform construction companies were operating on "the most slender of order books."

Sub-contractors were "on the very brink of commercial survival" and job losses were mounting at an alarming rate.

"The whole fabric of oil industry capability in our area, which was gradually built up over the past 15 years, is now being regarded as being under acute threat. On present trends it is inevitable that company failures and closures will multiply during the next two years."

"If this industrial capability is once dismantled, we may never be able to restore it, and when oil activity picks up again business from the UK

sector may inevitably go to overseas suppliers.

The UK Offshore Operators Association, which represents oil companies operating in the North Sea, proposed fiscal measures to stimulate greater development and exploration by making marginal developments profitable and improving cash flow.

It called for a relaxation of the petroleum revenue tax "Ring Fence" concept which prevents costs incurred in the development of one field being set against profits from another.

It suggested the abolition of royalty payments and immediate repayment of the advance petroleum revenue tax.

It said, however, that if low oil prices persisted "even these measures would be insufficient and more radical measures such as reducing petroleum revenue tax would need to be considered."

In separate evidence to the committee, the Government said that prospects for the North Sea oil industry depended "crucially on its ability to carry through new developments at substantially reduced costs."

Scrapping of forms welcomed

The scrapping of many official forms had resulted in £9 million of taxpayers' money being saved so far and more savings should follow, Mr Richard Luce, Minister for the Civil Service, said during Commons questions, when he also commended the work of the Campaign for Plain English for helping to simplify many forms.

Mr Richard Holt (Langbaurgh, C) asked why it was necessary to have a form circulating in the Ministry of Defence asking about ethnic origins.

Mr Luce said that was a matter for Mr Younger. Mr Dennis Skinner (Bolsover, Lab) said that the simplest of all forms recently issued in the Civil Service was the one which asked members of the CPSA whether they wanted to set up a political fund. The union had decided by a two-to-one majority to set up such a fund.

Mr Luce replied that the Government believed that the trade unions only needed political funds when they proposed to participate in party political activities.

Parliament today

Commons (2.30): Debtors (Scotland) Bill, second reading; Parliamentary and Health Service Commissioners Bill, remaining stages.

Lords (2.30): Local Government Finance Bill, third reading; Petroleum Bill, second reading; Motion on Public Order (Northern Ireland) Order.

Williams provides a flurry of by-election excitement

By Richard Evans Political Correspondent

The Truro by-election, low key by any standards and positively pedestrian after the excitement of Greenpeace's flared briefly into life yesterday with Mrs Shirley Williams accusing the Conservatives of "contemptible and shameful" tactics.

With three days left to polling, Mrs Williams, the SDP president, saw fit to vent her anger against the contents of two election posters circulated by the Conservatives.

Clutching a copy of "The Time Has Come", she quoted freely from the Alliance's policy "Bible" to dispute the claims contained in the Tory posters that the Liberals favoured scrapping Britain's independent nuclear deterrent and all nuclear power stations, and wanted political control of the police, not to mention higher taxes and removing the right to buy council houses.

To make matters worse, Mrs Williams said, one of the offending leaflets was printed on gold-coloured paper - the colour now associated with the Alliance.

It was, Mrs Williams insisted four times, contemptible. "In politics, occasionally



Mrs Glenys Kinnock: A tale of two tongues.

really contemptible junk like this should be identified and shamed for exactly what it is. "To present it as if it was the policy of the Liberal Party is turning truth on its head."

But the Conservatives, who appear to be fighting a distinctly sharper campaign than at Greenwich, provided chapter and verse from Liberal policy documents to support their claims.

To back up their defence, they produced a little circulated leaflet written by Mr Matthew Taylor, the young Liberal candidate at the time

he was seeking adoption by his local party. In it he seems deliberately to snub his SDP partners by promising to campaign for "a Liberal Government and for Liberal policies".

"We are entirely justified on that basis of pointing out what the Liberals stand for", Mr Nick St Aubyn, the Conservative candidate, said.

While the Alliance and Conservatives swapped insults, Mrs Glenys Kinnock arrived in St Austell and greeted Mr John King, the Labour candidate, in Welsh. He responded in Cornish and the duo appeared to understand each other.

Earlier, the impressive Mr King produced canvas returns that showed Labour in second place, marginally ahead of the Conservatives. "Labour is staggered by its own success", a party news release said.

Local bookmakers are not so impressed. The belief that if there are to be any upsets, they will come from the Conservatives and they have chopped the odds of Mr St Aubyn's winning from 11-1 to 5-1.

General election: D C Penhaligon (L/Ali), 31,279; P Buddell (C), 20,799; Miss J J Biscoff (Lab), 2,479. L/Ali mo: 10,480.

NEWS SUMMARY

Dynamite
angers...

Secrets
gallies

RUC...

Gold haul
melted
in garden

NEWS SUMMARY

Dynamite vessel angers fishermen

Corish fishermen face a wait of several days before the Hornstrand, the Danish coastal vessel which is carrying 400 tons of dynamite, is likely to be moved. Fishermen operating from Looe, south Cornwall, claimed yesterday that they had narrowly missed hitting the abandoned vessel, which is anchored without lights nine miles off the coast.

They said they were forced to make long detours around a five-mile exclusion zone to get to their fishing grounds. The coastguard said yesterday it would wait for calmer weather before pumping in large quantities of nitrogen to suppress a second fire which has broken out in the hold.

The Hornstrand was carrying seismic gelatine explosive to Nigeria for use by oil and construction companies when the Danish crew abandoned ship last Tuesday after noticing smoke coming from the hold.

A committee set up to monitor the operation has considered blowing up the vessel, but salvage firms would then lose a third of the value of the ship and cargo.

Secrets jailing

A former RUC and British Army intelligence officer kept secret Army documents about the Provisional IRA and lent them to a friend who collected them, Exeter Crown Court was told yesterday.

Mark Jackson, aged 30, of Rockwell Green, near Taunton, Somerset, was given two concurrent one-year jail terms after admitting charges under the Official Secrets Act of passing documents to Julian Ritchie, of Henyock, Devon, and to unlawfully retaining documents after leaving the RUC.

RUC pays £240,000

The Royal Ulster Constabulary will pay nearly £240,000 to 31 women who took the force to an industrial tribunal claiming sexual discrimination, it was announced yesterday.

The settlement ended a legal battle that started in 1980 when the contracts of a number of women reservists were not renewed. The tribunal in Belfast awarded 26 former full-time reservists £28,000 each and four former part-time reservists and one serving reservist between £1,000 and £6,000. Thirteen women are to apply for reinstatement.

Costs were awarded against the RUC which, as part of the settlement, agreed to offer equal opportunities to men and women in future.

D-day for Haughey

A single vote stands between Mr Charles Haughey and election as Prime Minister of the Irish Republic when the Dáil resumes today. Fianna Fail has 81 votes, while the combined opposition parties also muster 81.

Of four Independent MPs, he can rely on two. A third, Mr Tony Gregory (right), MP for Dublin Central, has again been cast as "kingmaker", and has yet to commit his vote. In 1982, Mr Haughey put together a million-vote programme to revitalise Mr Gregory's constituency.

Interview on killings

A man was yesterday being questioned by police investigating the murder of two sisters aged 92 and 81. Miss Susan Egerton and her younger sister, Florence, were battered to death at their home in Beal Lane, Shaw, near Oldham, last week.

Gold haul 'melted in garden'

John Palmer melted down in his back garden gold stolen in Britain's biggest robbery and resold into its unsuspecting owner, the Central Criminal Court was told yesterday. But when police investigating the £26 million bullion raid at Brink's Mat warehouse, Heathrow, swooped on the jeweller's West Country home, he was out of the country.

Some months before, he had "quite innocently and without forethought", booked a holiday for his family in Tenerife, Mr Nicholas Purnell, QC, for the prosecution, said. "It is not suggested for one moment by the Crown that he planned it. It just happened it coincided with the police swoop on his premises."

Mr Purnell alleged that Mr Palmer, aged 36, controlled the actual sale of stolen bullion back on to the legitimate market by melting it down with other precious metals. He was one of the "most shadowy figures" in a sophisticated chain set up to fence the gold, which belonged to the bullion house, Johnson Matthey. "Ultimately, it (the chain) achieved the sale back to Johnson Matthey of the stolen gold."

Mr Palmer was director of Seadyn, a jewellery trading company in Bristol. At his home, Coach House, Battlesfield, Lansdown, near Bath, he had a smelter in a shed which was used to melt down the Brink's Mat bullion, Mr Purnell said.

Mr Palmer has denied handling gold bullion and plotting to evade value-added tax. In the dock with Mr Palmer is Christopher Weyman, aged 35, unemployed, of Falcon House, Old Gloucester Street, Holborn, London. He has also denied handling a quantity of gold bullion and conspiring to evade VAT between November 25, 1983 and February 3, 1985.

The hearing continues.

Teachers' appraisal walkout

By Sarah Thompson Education Reporter

The two biggest teachers' unions struck the first blow in their new campaign of industrial action yesterday by walking out of joint talks on plans for appraisal of school staff.

The walk-out could mean that the hopes of Mr Kenneth Baker, Secretary of State for Education and Science, to raise school standards by forcing teachers to submit to regular scrutiny will be set back many months.

The National Union of Teachers and the National Association of Schoolmasters/Union of Women Teachers, representing 75 per cent of teachers, are to instruct their members this week to boycott all national, local and school-based talks on appraisal.

The boycott is in addition to the week-long series of strikes which began tomorrow. It will particularly affect Croydon, Somerset, Suffolk, Newcastle upon Tyne, Salford, and Cumbria, which have received £1 million from the Government for pilot appraisal schemes.

The National Association of Head Teachers is also to have co-operation with the pilot schemes but is remaining in the national discussions.

The unions' move is in protest at the announcement of an imposed pay settlement and the replacement of the Burnham Committee with an interim advisory committee.

Mr Baker's scheme for a teachers' contract, which forms part of the imposed settlement and will take force next month, stipulates that appraisal cannot take place except under a nationally agreed framework.

Mr Nigel de Gruchy, deputy general secretary of the National Association of Schoolmasters/Union of Women Teachers, said: "The whole appraisal scheme will be wiped out. At most it will limp on as a crippled exercise."

Hurd woos prison staff with £20m pay boost

By Peter Evans Home Affairs Correspondent

Efforts to win over the prison officers to revolutionary changes in working practices were made yesterday by the Home Secretary with a pay offer costing an extra £20 million. Mr Douglas Hurd believes the changes will remove a main cause of friction in the trouble-torn jail system.

He is seeking simplicity in working practices and teamwork. In return, the staff will get big pay increases but excessive overtime will be

removed. New salary scales will in effect consolidate overtime working.

The £20 million is on top of the £280 million which the original offer last summer would have added to the prison service wages bill. Those proposals were rejected by the Prison Officers' Association on the grounds that they would result in unworkable prison regimes and dangerous manning levels.

Details of the new package were given to the unions yesterday. Mr Hurd said the deal was an opportunity for improving working arrange-

ments for staff, and it provided a sound basis for enhancing regimes for prisoners.

He believed the revised offer went most of the way to meeting the concerns expressed after the offer last July, and the unions have been given until April 13, when it will be taken off the table. He hoped to have an agreement by Easter.

The offer includes: ● Improved salary scales in a new unified pay structure; ● Increased basic and pensionable allowances; ● Interest-free salary advances

for house purchase; ● Discount sales scheme for surplus prison quarters; ● Voluntary retirement scheme for existing governor grades.

The key is group working, which Mr Hurd hopes will improve teamwork, and the choice of contracting to work up to nine hours extra a week on top of the 39 hours basic. For that there is a £3,500 allowance for principal, senior and prison officers.

That means the lowest grade of prison officer's pay will rise from £6,514 to £12,500 and the highest from

£8,292 to £15,550; senior officers' lowest pay will rise from £8,311 to a standard £16,050; while the lowest pay of principal officers will go from £9,198 to £16,750, and the highest from £9,834 to £17,650. The increases apply to all those working contracted hours.

The lowest-paid assistant governor will get £17,800, instead of £11,365, and the highest £18,500.

The lowest governor grade will start at £19,425 instead of £14,045. Top governors will get a rise from £26,490 to £31,250.

Smokers get blame for non-smokers' lung cancer

By Jill Sherman, Social Services Correspondent

Hundreds of non-smokers die of lung cancer every year because they live or work with smokers, health organizations claimed yesterday.

Representatives of the Health Education Council and the pressure group Action on Smoking and Health (ASH) said there was now evidence that passive smoking was 100 times more dangerous than breathing in asbestos particles and called on the Government to introduce immediate legislation for smoke free zones in offices.

The warning to passive smokers comes after a new Government report which is understood to show that non-smokers are 30 per cent more likely to contract lung cancer if they live or work with smokers.

The new report, expected to be published shortly, has been prepared by the independent Scientific Committee on Smoking and Health, a joint committee appointed by the Government and the Tobacco Industry.

Any government statement on the report will be sent to the industry for comment and the anti-smoking lobby now fears that the recommendations, the first made by the Government on passive smoking, may be watered down.

Mrs Edwina Currie, the junior health minister, said yesterday that the Government would be issuing an official warning to the public as a result of the findings. "We are quite convinced that there

is evidence to show that you cause cancer in somebody else by smoking in their presence," Mrs Currie said on the BBC Today programme.

Mr David Simpson, director of Ash, said: "The most recent review of scientific evidence shows beyond all question that passive smoking is dangerous. Several hundred non-smokers each year contract lung cancer through passive smoking." "The Government will have to act on the report and introduce legislation. It would be absurd to leave a cause of environmental ill-health 100 times greater than asbestos in the hands of voluntary agreements in the workplace."

A statement last month from the US Surgeon General, Dr Everett C. Koop, had further underlined the dangers, he said. Dr Koop had said that the right of smokers to smoke stopped at the point when his or her smoking increased the disease risk in those occupying the same environment.

Mr Simpson also revealed new figures showing the cost effectiveness of last year's National No Smoking Day. A survey conducted by organizations involved in the campaign showed that an estimated 50,000 people will stop smoking permanently.

Mr Donald Reid, co-ordinator on smoking policy at the Health Education Council, said the cost would work out at about £30 for each life saved compared with £800 for a coronary by-pass operation.

Pay rises will cut science research

By Sheila Gunn, Political Staff

Research projects in laboratories are likely to be cut or delayed to enable research councils to pay for the 24 per cent increase in salaries for scientific staff approved by the Government.

The Department of Education and Science has refused to reimburse research councils for the cost of paying the higher salaries. Instead they will have to use money put aside for research grants.

The increase will give academic staff a 16.6 per cent increase backdated to December 1, and a further 7.4 per cent from March 1988.

Mr George Walden, Minister for Higher Education, has said the money will help to stem the brain drain.

But a member of the Save British Science executive committee told *The Times* yesterday that the Government's action could lead to scientists being paid more to do nothing, because their projects will have to be scrapped.

Dr Jean Connerade, Professor of Atomic and Molecular Physics at Imperial College, described the Government's refusal to meet the full costs of the increase as "sheer lunacy".

The Science and Engineering Research Council is appealing to the department to change its mind and help them to meet the extra cost of paying the increase to 7,500 research staff.

A council meeting on March 18 will be told of the full impact of the salary increase. The council funds basic science research carried out in universities and also helps industry to carry out engineering research, considered essential to help firms to compete in the market place.

The Medical Research Council said it also believed the Government would give it no more money to meet the full pay increase and that it would have to come out of the existing £133.47 million a year budget for research grants.



Archbishop Desmond Tutu, the first black South African to appear in Madame Tussaud's, meets his effigy. The Archbishop, on a three-day visit to Britain, said: "I don't want to be immortalized, but it is a wonderful thing for our people". (Photograph: Ros Drinkwater)

Marquess sues over break-in

By Frances Gibb, Legal Affairs Correspondent

The Marquess of Bath claimed £91,060 damages yesterday from a security company after the robbery of art treasures from his home, Longleat House.

Thieves took thousands of pounds worth of eighteenth-century silver and gold snuff boxes, valuable miniatures, a gold watch and other jewellery in 1983.

They evaded a new security system by climbing through a first floor window.

The Marquess, aged 82, is suing Chubb Alarms for damages for breach of contract and negligence in the design and fitting of the £4,291 system.

His son, Lord Christopher Thynne, who runs the home in Wiltshire, claims the firm was given carte blanche in what it recommended.

His counsel, Mr Roger Toulson, QC, told Mr Justice Slynn in the High Court that he denied setting a low standard of security by overruling Chubb's recommendations.

Chubb claims that when they surveyed the home Lord Thynne "vetted" advice about putting alarms on shutters, over the dining room windows, and the three allegedly were unfair and incorrect Mr Toulson claims.

Chubb denies liability in an action which continues today.

Sogat accused of sex discrimination

By Frances Gibb, Legal Affairs Correspondent

"Serious and continuing" unlawful discrimination against women within the print union Sogat '82 - which is led by a woman - will be revealed in the full report of a formal investigation by the Equal Opportunities Commission to be published tomorrow.

The detailed report, citing several case histories, is the climax of a lengthy investigation which started in 1979 and ended last September with the commission serving non-discrimination notices on the print union and on two of its London branches, the London Central and Greater London.

The investigation looked at the extent to which job segregation in the printing industry in London was reflected in the organization of Fleet Street members of Sogat, which is led by Miss Brenda Dean.

In particular, it looked at the division of the general print section of the industry into two separate branches, one of which was wholly female (Greater London) and the other mainly male (London Central).

The commission found that the segregation of jobs between the two branches led to "serious and continuing discrimination".

The commission first wanted to issue the notices, the first step in its formal machinery for tackling with discrimination, as far back as June 1984. But since then, the union has on several occasions sought and been granted deferments of the commission's final decision on whether notices should be issued.

But the commission "has repeatedly been given assurances or informed of time-tables which have not been met" and there had been little movement towards ending the practices.

In issuing the notices, the commission laid down steps which it considered Sogat and the two branches should take.

Men and women members of both branches, it said, should have equal access to vacancies; that access should be on equal terms.

● Stanley Britton, aged 42, a print worker given a two-month jail sentence last year for violence near News International's Wapping plant, was cleared by the Court of Appeal yesterday.

Mr Britton, of Pleasance Road, St Paul's Cray, Kent, had been convicted of assaulting a policeman. A note he made of events had wrongly been withheld from the jury.

Portfolio Gold - A trip to Rome for winner

One of the four joint winners of yesterday's daily prize of £4,000 says she might spend the money on a trip to Rome to study the archaeological remains.

Mrs Barbara Hey, aged 57, a community dentist from Mossley, near Altrincham, in Cheshire, is doing an extra-curricular course in archaeology. She has been a reader of *The Times* for more than twenty years.

Major General Gordon Updike, aged 74, from Surrey, was another winner.

The third winner was a director of a charity from Uxbridge, west London. He did not want to be named in case it spoiled the surprise for his family.

The fourth reader was Ms Alison Foulds, aged 28, a Civil Servant from Balham, south-west London.

Readers can obtain a Portfolio Gold card by sending a stamped addressed envelope to:

Portfolio Gold
The Times
PO Box 40
Blackburn
BB1 6AJ

Blood ban as Aids toll rises

By Our Social Services Correspondent

Hospitals in the West Country have been banned from using blood from a private blood bank in Gloucestershire, set up by two businessmen.

The ban came as last month's figures on Aids showed a rise in the United Kingdom of 45 cases to a new high of 731. Twenty-two people died from Aids in February, bringing the death toll to 377.

The £250,000 private bank was set up last January by Mr Jonathan Lister and Mr Peter Arthur, London property developers, to store the blood of those who fear contracting Aids through transfusions.

However, yesterday consultant haematologists from Gloucestershire, Somerset, Avon, Devon and Cornwall and Dr Ian Fraser, regional director of the National Blood Transfusion Service, agreed that no hospitals should accept the blood until the bank has been properly licensed by the Government.

But last night Mr Lister, joint director of the medical centre, dismissed the experts' fears as "balderdash".

The Aids figures from the Department of Health and Social Security confirmed the main risk groups were still homosexuals, bisexuals and drug addicts.

The figures showed that of the 731 cases, 640 were men in that category. Of them, 517 have died.

The second largest category affected were haemophiliacs with 28 cases, including 22 deaths.

In January, 62 Aids sufferers died but experts felt it is too early to draw conclusions from the disparity in the two monthly death tolls.

Twenty-five heterosexuals have now developed Aids, but most of those are thought to have been infected abroad.

Four out of seven babies with Aids have now died after being born to carriers of the virus.

Ten out of 120 people who developed Aids from contaminated blood or blood products either abroad or in the UK have also died.

The figures show 10 cases involving intravenous drug abusers, eight cases involving homosexuals who were also using drugs, and one case which did not fall into any particular category.

Inland Revenue inspectors: 2 Weight of law in taxman's favour

Taking on the tax inspector can involve time, cash and a lot of courage. Even if the individual wins eventually, the candle may not have been worth the light.

The normal recourse for the taxpayer at odds with the taxman is to appeal to the general commissioners, effectively amateur arbitrators, who will decide on the competing claims of the inspector's assessment and the taxpayer's evidence.

It is, according to the Inland Revenue, an effective, accessible and independent way of sorting out problems. Mr Tony Miller, author of a booklet on the revenue's enforcement powers, says it is no such thing.

The typical problem, he says, is that an inspector will launch an investigation into a person's tax affairs and will arrive at an assessment of, say, £12,000. He will inform the taxpayer of the assessment but say he is willing to accept an offer of, for example, £6,000.

"Maybe the individual will think this is still too high but his problem is that, if he

considers an appeal to the general commissioners, the inspector will tell him that he will have to ask for the original assessment of £12,000," Mr Miller says.

"Interest can also be added during the wait for the hearing and penalties of up to 200 per cent in the case of fraud can be added. The individual will probably have to get professional advice, which means laying out fees that cannot be recovered. Unlike VAT cases, there are no costs awarded in Inland Revenue cases."

"Little wonder so many people opt for the £6,000, or whatever the offer is: no matter how wrong they know it to be, it can appear a preferable option to taking on the inspector."

Mr Miller, a West Country accountant and chairman of the taxation committee of the National Federation of the Self Employed and Small Businesses, urges most of his

clients to take appeals straight to the special commissioners, a professional "upper tier" of arbitration that is primarily in place to sort out more complex taxation problems.

An appeal to the special commissioners will often cause the inspector to think again and result in the reopening of negotiations on the amount owed, he says.

The taxman has a range of legal penalties that he can inflict on the taxpayer. The most common justification is negligence on the individual's part, although the inspector has enormous scope to determine what does or does not constitute negligence, Mr Henry Toch, a former tax inspector says.

A taxpayer, for example, can incur penalties if he or she does not submit the annual return within 30 days. "But inspectors can and do charge interest for periods when returns have been lying in their

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WORLD SUMMARY

Pretoria rebels make their pitch

Johannesburg — Three former members of South Africa's ruling National Party who are standing as independents in the white general election on May 6, yesterday issued a joint manifesto calling for the abolition of "all discriminatory laws" (Michael Hornsby writes).

The manifesto, drawn up by Dr Denis Worrall, the former Ambassador to London, Mr Wynand Malan and Dr Esther Lategan, declares that "there is still time to fulfil the common vision of the moderate majority which occupies the middle ground in South African politics".

It says black politics must be freed, calls for a free flow of information, and urges backing for initiatives such as Natal's *indaba* which proposes a form of majority rule.

Aquino's new team Media protest

Manila (Reuters) — President Aquino of the Philippines yesterday swore in four new ministers to fill vacancies in the 27-member Cabinet created by the resignation of seven ministers who intend to stand in the May 11 senatorial elections.

She named as Secretary of State Mr Sedfrey Ordoñez (Justice); Mr Fulgencio Factoran (Natural Resources); and Mr Carlos Dominguez (Agriculture). Mr Ramon Diaz becomes chairman of the Presidential Commission on Good Government.

The media fear the proposal might help China muzzle the local press after sovereignty reverts to Peking. The Public Order Amendment Bill puts the burden of truth on publishers accused of printing "malicious" material or alarming the public.

Then there were nine

New York — The FBI has arrested one of its 10 most wanted men, Claude Dallas, a "mountain man" fugitive who killed two game wardens and became something of a folk hero (Charles Bremner writes).

Dallas, 36, was detained without a struggle by FBI agents while he was leaving a grocery shop in Riverside, California, on Sunday after almost a year on the run from Idaho State Prison. He was serving a 30-year sentence when he escaped by cutting through two fences and walking to a waiting car on March 30 last year.

Two die in blast Security worry

Dhaka — Two students were killed and a hundred others wounded when a bomb ripped through a university dormitory yesterday (Ahmed Fazi writes).

Witnesses said a bomb went off in a room where radical students stored illegal explosives.

More than 70 students were injured in a stampede.

Pinochet's powers

Santiago — President Pinochet of Chile, left, yesterday renewed emergency powers giving him the right to restrict freedom of movement, assembly and information for another 90 days (Reuters reports).

The decree extending the emergency came three weeks before the Pope's visit.

General Pinochet has maintained a state of emergency for all but a brief period since seizing power in a military coup in 1973.

Hindawi held again

Genoa (Reuters) — Awni Hindawi — a Jordanian student and cousin of Nizar Hindawi, who was sentenced to 45 years' jail for trying to smuggle a bomb on an El-Al plane in London using his pregnant Irish girlfriend — has been rearrested on charges of political conspiracy after a review tribunal accepted a prosecutor's appeal against his release.

Hindawi, aged 26, was arrested in June last year in Genoa on charges of belonging to an armed band. He was released at the beginning of February because of a lack of evidence.

Howe builds political bridges in Budapest

From Andrew McEwen
Diplomatic Correspondent
Budapest

British diplomacy yesterday tested the limits of *glasnost* (openness). Hungarian style, by bringing together four solid communist establishment figures and two of their critics in the discreet surroundings here of the residence of the British Ambassador, Mr Leonard Appleyard.

Sir Geoffrey Howe, the Foreign Secretary, who is on an official visit to Hungary, presided over the lunchtime experiment in social engineering which would have been unthinkable in any other Eastern bloc country.

Without so much as a blush, those in charge of protocol said it was Sir Geoffrey's normal practice when abroad to meet a broad cross-section of the community. On that slender thread of justification, men who would not normally be on speaking terms found themselves sharing roast beef and Yorkshire pudding.

Mr György Konrad, whose novels and sociological stud-

ies have been banned in Hungary for the past 10 years, and Mr Miklós Vasváry, also a writer, mingled with Hungary's First Vice-President, chief Government spokesman, Minister of Finance and Foreign Affairs Department head.

Mr Konrad, aged 54, an urban Jewish sociologist, has

been detected by the Hungarian Socialist Workers' Party for his unremitting attacks. His works, including the novels *The City Builder* and *The Visitor*, though published in English, are not available in Hungary.

Mr Vasváry, aged 73, was the Prime Minister's chief spokesman in the autumn of

1956 when the uprising was put down by Soviet troops. The protocol nightmare of deciding who should have priority over whom was solved by dividing the guests into four round tables arranged in a square, with establishment and opposition sitting at separate tables.

The crystal, damask and

silverware of Mr Appleyard's elegant cream dining room came to no visible harm, with scarcely a drop of Soproni Kekfrankos (a good Hungarian red wine) being spilled, and none deliberately.

The experiment seemed to confirm the British thesis that *glasnost* not only started much earlier in Hungary but has

gone further than in any other Soviet satellite.

One diplomat commented that, if the same thing had been tried in Czechoslovakia, Romania or Poland, the establishment figures would not have turned up. The jury is still out on the extent of enlightenment in Mr Gorbachev's new Moscow.

Sir Geoffrey held separate talks with Mr Janos Kádár, the country's veteran leader who has been General Secretary of the ruling party for 30 years, Mr György Lazar, the Prime Minister, and Dr Peter Varkonyi, the Foreign Minister.

He and Mr Peter Meggyesi, the Minister of Finance, signed an agreement designed to encourage British and Hungarian companies to invest in joint ventures.

Mr Appleyard, meanwhile, signed a cultural agreement with Mr Bela Kopecki, the Minister of Culture, which could lead to the setting up of English-language courses in Hungary for the first time.

Czech jazzmen fear eight years' jail

From Richard Bassett, Prague

Four members of the disbanded Czech Jazz Section face up to eight years' imprisonment when they go on trial here today accused of "illegal commercial activity" and the unlawful distribution of printed material.

Tomas Krivanek, Vladimir Kouril, Joska Stalnik and Cestmir Humak were arrested last September and the section's offices closed and padlocked. Three others, including Mr Karel Srp, its chairman, were also taken into custody.

Behind the arrests lies the authorities' fear of the musicians' activities, which have ranged far beyond organizing concerts. In the past few years, the

section has provided a focus for non-conformist intellectuals.

It issued a series of paperbacks on art and literature. Though careful to avoid overtly political topics, these books were seen as a threat by the authorities.

When Mr Srp visited Budapest in 1985 to bring the harassment of his group's activities to the attention of Western delegates at the cultural forum of the Conference of Security and Co-operation in Europe, the exaggeration of many hardliners was complete. Partly to prevent Mr Srp doing the same at this year's CSCE meeting in Vienna, he was arrested with six colleagues.

Nevertheless, today's trial presents several problems for the Czechoslovak

Government. The prosecution case shows signs of having been hastily, and even unwillingly, put together by government lawyers. As late as last week, senior officials were contradicting each other about the precise grounds for prosecution.

One official was heard to observe that Dr Gustav Husák, the President of Czechoslovakia, might intervene to prevent the accused being jailed.

With a visit by Mr Mikhail Gorbachev, the Soviet leader, scheduled for April, the trial could prove deeply embarrassing to a Government that is indifferent to the West's views on human rights but cannot ignore Moscow's call for reforms.

The Iran arms affair

Administration officials may face charges

From Michael Binyon, Washington

Mr Lawrence Walsh, the Iran special prosecutor, is expected to bring criminal charges against a number of current and former Reagan Administration officials, sources close to the investigation have told *The New York Times*.

The charges would centre on three specific felonies: conspiring to defraud the Government, obstructing justice, and making false statements to the Government. The independent investigators have not ruled out anyone as suspects, including senior Administration officials.

Mr Walsh is said to be moving forward vigorously, and will decide in the next few weeks whether to grant limited immunity to witnesses who can fill in some of the missing details. The two men most involved are Rear-Admiral John Poindexter, the former national security adviser, and Lieutenant-Colonel Oliver North, his former assistant, who have both refused to testify so far.

An awkward tug-of-war between Mr Walsh and the two special congressional investigations over the granting of limited immunity to the two is causing some confusion in legal circles. Congress wants to hear their testimony as quickly as possible, and is ready to grant limited immunity almost immediately. But this would preclude Mr Walsh using their evidence in his investigation, and would make it harder for him to press charges against them.

The independent counsel is said to be focusing on a possible broad criminal conspiracy involving Administration officials and private individuals linked to the funneling of funds to the Nicaraguan Contras. The investigators are increasingly convinced that crimes have been committed and that attempts were made to cover them.

Meanwhile, the Justice Department, which last week



Marvin Hamlisch, at the piano, takes Mrs Reagan, Vic Damone and Liza Minnelli through their paces during rehearsals before the taping of *In Performance at the White House*, to be televised on March 25.

announced that Mr Walsh will now come under its aegis, is looking more closely at the constitutionality of the 1978 law setting up an independent counsel. This has been challenged by both Colonel North and Mr Michael Deaver, a former White House aide who won an injunction against indictment on the ground that

the investigation into his lobbying affairs was unconstitutional. At the same time the special court responsible for the working of the law is now looking at its own power to broaden an independent inquiry in defiance of the Justice Department.

In the White House, Mr

Howard Baker, the new Chief of Staff, has asked Mr John Koehler, the White House communications director, to resign after only a few days in his job. Mr Koehler, who succeeded Mr Patrick Buchanan, is to return to the US Information Agency and Mr Baker may abolish the post.

● STOCKHOLM: The Swed-

ish minister responsible for approving weapons exports said yesterday the Government faced an almost impossible task in trying to get to the bottom of arms smuggling allegations (Reuters reports). He said it could not fully investigate what happened to arms after they reached other countries.

White House men whose ideas count

In the second of two articles on the US Cabinet, Michael Binyon looks at men and women running the multi-billion-dollar government departments and their achievements.

Some of President Reagan's most capable executives are men who do not sit in the Cabinet, though they have honorary Cabinet rank: General Vernon Walters, the Ambassador to the United Nations, Mr Clayton Yeutter, the US Trade Representative, Mr Frank Carlucci, the National Security Adviser. The former Senator Howard Baker became also, in name, a member of the Cabinet on being appointed White House Chief of Staff.

To be a Cabinet member is still an honour and Mr Reagan has upheld the principle of Cabinet government. Some of his earlier appointments were disastrous: Mr James Watt, his first Secretary of the Interior, was so insouciant of the environment and so ideologically committed to the free market that he became an embarrassment and had to leave. Mr Raymond Donovan, the first Secretary of Labour, was so tainted by links to organized crime that he had to leave, too.

Other appointments have

been more successful. One newcomer has been much in the news because of his success in persuading President Reagan, to the dismay of conservative advisers, to propose a health plan for the elderly that even the Democrats were unable to implement.

Dr Otis Bowen, a doctor from Indiana, was a surprise

Reagan's 'B team' Part 2

choice as Health Secretary when Mr Donald Regan, the chauvinist former Chief of Staff, sent Mrs Margaret Heckler packing to be Ambassador to Dublin.

Dr Bowen was one of his state's most popular Republican governors and on his appointment in 1985 moved swiftly to restore morale to America's largest government agency, with a budget of \$348 billion (£220 billion) a year, about \$18 billion more than that of the Pentagon.

In only a year he has established a reputation for integrity and competence, and has a good rapport with

Congress and many of the interest groups who lobby the behemoth. He has made catastrophic health insurance — a proposal to spare America's elderly crippling medical costs in a country with no national health service — one of the nation's top priorities. He has also obtained more research money from a reluctant Administration.

Mr Bowen, aged 69, now has few political ambitions. Mr Donald Hodel, aged 51, the Secretary of the Interior, is still young enough to harbour some, but appears to be too nice and too mild to claw power. It is a mistaken impression.

Mr Hodel stood his ground last year when he sacked Mr Lee Iacocca, the Chrysler chairman, from the chairmanship of the Statue of Liberty Advisory Commission. He is as hawkish as Mr Watt in opposing environmentalist demands, though less clumsy. A convinced conservative, he heads a department that seems to be feuding constantly with interest groups. He is more concerned with America's energy needs — his professional background — than its scenic beauty. It is his job to decide which land to lease for oil, gas or coal exploration, which wildlife

parks to designate and which federal water projects to authorize.

Mr Hodel has often spoken out on issues beyond his departmental responsibility. Few would be surprised if he quit soon to run for Congress from his native Oregon.

Two other visible Cabinet members with outside political interests are Mrs Elizabeth Dole, the wife of Senator Robert Dole, and Mr William Brock, the Labour Secretary. Mrs Dole has done a competent, though not outstanding, job as Transport Secretary, defending America's passenger railways from budgetary cuts and extinction while trying to ensure air safety does not deteriorate any further. Her political future is linked to that of her husband, well-placed to capture the Republican presidential nomination.

Mr Brock is a former congressman, senator and chairman of the Republican National Committee. He has been hard pressed to keep good relations with the labour movement, given the Administration's anti-union bias, but he has managed to keep a dialogue open. His conciliatory skills may well be needed again by a future administration. Concluded.

Surprise Pravda attack on US arms policies

From Christopher Walker, Moscow

A sour note was injected yesterday into the improving contacts on arms control between the superpowers by a *Pravda* article bitterly critical of American policy written by one of Mr Mikhail Gorbachev's closest advisers on East-West matters.

Mr Georgiy Arbatov, head of the influential USA and Canada Institute, said in the strongly worded article headlined "Life or death problem" that the US position on the strategic arms limitation treaty and the Anti-Ballistic Missile Treaty had left talks between Moscow and Wash-

ington hopelessly drawn out. "Present-day US policy has decoupled the military-political situation, including the disarmament problem," he argued.

"The arms race is being stepped up. The talks... are hanging by a thread because of the turning down of Salt by the US and serious arguments over the ABM Treaty."

Mr Arbatov, a member of the Communist Party's Central Committee, called on Washington to show evidence of new political thinking and to adopt a fresh approach to disarmament and security.

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Nice guys get free subway ride

From Charles Bremner, New York

It took the Mayor, Mr Edward Koch, some time to find a courteous driver, a rare and endangered species in Manhattan. Picking his way through a honking crawl, the mayor came across a yellow taxi driver who "gave way".

Clearly the man was perplexed when Mr Koch swept up with about 50 reporters and officials in tow and thrust a free subway token into his hand.

"Hizzmah" (as the mayor is known) was launching one of his less realistic attempts to get to grips with the Manhattan traffic nightmare. Under the slightly illogical scheme, traffic police were "specially trained to spot courteous motorists" and reward them with free tokens to encourage them to leave their cars at home and, presumably, leave the streets to discourteous drivers.

It may seem odd, but there are some people who own cars in Manhattan as well as millionaires.

The pleasures include off-street parking costing \$8 (£5) per hour and a game of chance of finding your vehicle in the condition you left it or, indeed, at all. Local drivers gave up long ago listening to anything inside their cars if they park on a street.

Instead, they fix signs to tell thieves: "Absolutely no radio in this car." The notices are usually bigger than those which say things such as: "Have you

bugged your car today?" or "Single, but looking."

Radio stealing is peanuts compared with other kinds of theft New York drivers have faced recently.

In the biggest corruption racket to have been exposed in the city for years, federal prosecutors found that the Parking Violations Bureau, which collects the proceeds of tickets and other fines, was being run as a criminal enterprise.

Even if you survive theft and graft there is always the chance of being deliberately rammed as you inch your way around the island. Insurance tricksters have found this a good way to make money with fraudulent claims.

In addition to the taxis, limousines and cars owned by one in seven Manhattanites, a total of nearly one million people drive private cars across the bridges and through the tunnels to clog Manhattan's streets every day.

The mayor and his team have been trying to find ways to curb this for years, but their minds have been concentrated by a financial deadline. If the city fails to comply with new laws on pollution by the end of 1987, New York will lose \$300 million in federal funding.

So, to howls of outrage from the drivers' rights lobby, City Hall has just proposed a string of deterrent measures. The nastiest among them is a suggested \$10 per day entry fee into Manhattan.

Other ideas include alternate-day rights to drive in and a ban on cars with only the driver aboard.

The man who is trying to impose the new order is Mr Samuel Shwartz, Deputy Transport Commissioner and chief of an aggressive team of traffic busters.

Among his innovations, Mr Shwartz devised the signs that say "Don't even think of parking here" and "No parking, no standing, no stopping, no kidding".

"I could look at all the traffic flow statistics in the world, but it is not enough," Mr Shwartz said recently. "There is nothing like getting out here and smelling the exhaust fumes."

Mr Shwartz's team does not stretch far enough. Angry citizens have started a vigilante group in one uptown district to report violators and combat the traffic free-for-all.

Given the horrors of motoring yourself here, intelligent New Yorkers prefer to get someone else to do the driving.

The most impressive trick is to hitch free rides in one of the Cadillac or Lincoln limousines that clutter the streets double-parked as they wait for their charges.

As explained by one savvy New Yorker, you see a protest to find out the driver's name and employer from a nearby colleague, then march up and bark "Mr X says you will drop me at... then jump in."

Reagan se legal loop to go ahead with aid pl

Nakase pre on with sales

Storm waves dev South Pacific

Storm waves dev South Pacific

Storm waves dev South Pacific

Storm waves dev South Pacific

Pakistan and the bomb

Reagan seeks legal loophole to go ahead with aid plans

From Christopher Thomas, Washington

The Reagan Administration, convinced there is nothing it can do to stop Pakistan acquiring the atom bomb, is pressing ahead with a huge six-year aid programme in the face of mounting unease on Capitol Hill.

Despite repeated denials by Islamabad, the United States no longer has any doubts that Pakistan has reached the point where it could quickly make the bomb — if it has not done so already.

That would normally be sufficient grounds for American aid to be cut, but the Administration has decided that it must give priority to maintaining close ties with Pakistan as a bulwark against Soviet regional ambitions. Pakistan is also a vital channel for aid to the Afghan guerrillas fighting Soviet troops.

Pakistan's resolve not to bow to American pressures was bluntly made clear on Sunday by Mr Zain Noorani, the Minister of State for Foreign Affairs, who said in Islamabad: "We will not be brow-beaten or cajoled out of pursuing our peaceful nuclear programme."

A six-year aid programme totalling \$3.2 billion (£2.1 billion) expires in October and the Administration is pressing for a further \$4 billion. It is also asking Congress for a further six-year waiver of the Symington Amendment, which bans aid to any country that refuses to open its nuclear facilities to international inspection.

Without the waiver Pakistan could not receive American aid. Members of Congress are discussing a possible compromise, such as giving a two-year waiver in the hope of pressuring Pakistan to freeze its nuclear weapons programme.

President Reagan "certified" last October that Pakistan did not possess a nuclear

bomb, despite intelligence reports that Islamabad was producing weapons-grade enriched uranium. Senior officials now acknowledge that the President could no longer provide Congress with a "reliable assurance" that the Pakistanis are not moving towards producing a nuclear bomb.

A senior State Department official said: "We think they have the capability to produce a nuclear bomb now, but we are convinced they do not have one yet." The Administration has concluded that withholding the planned new aid would not force Pakistan to restrain its programme.

Indeed, some officials think that severing American support might create more insecurity, forcing Pakistan to turn more to nuclear weapons.

The policy that is now emerging is one of containment of Pakistan's atomic weapons programme, rather than trying to reverse it. Mr Leonard Spector, a nuclear non-proliferation specialist at the Carnegie Endowment for International Peace, said in congressional testimony last week that Pakistan "effectively crossed the nuclear weapons threshold" last year and could now fabricate all the key components.

He estimated that Pakistan would be able to produce enough weapons-grade uranium at its Kahuta plant for "several Hiroshima-size weapons annually". The US hopes that if Pakistan could at least be persuaded to stop further work on nuclear weapons, India might do the same.

Mr Spector said India had obtained the materials to produce atomic weapons from newly built nuclear facilities that are not subject to international control. He thought India could produce nuclear-grade uranium for between 10 and 15 weapons annually.

Leading article, page 15



Tourists throwing snowballs at each other yesterday near the Parthenon on the Acropolis in Athens, as the city endured its heaviest snowfall in 34 years. Prolonged snowfalls were reported from Florida in the north west to Crete in the south, and hundreds of villages were cut off (AFP reports from Athens).

fell to minus 4 deg C. Roads from Athens to Larissa and Lamia in the north and Corinth to the south were cut, with snow sometimes 10 ft deep. Blizzards ravaged farms across the country. Produce in the central Magnesia district and the Peloponnese had to be burnt, and livestock in the central island of Euboea was also hit. Olympic Airways cancelled some internal flights, and several ferry links between the Greek islands were suspended. Rail links were cut.

A Utopia that turned sour poses dilemma for Gandhi

From Michael Hamlyn, Pondicherry

It is not as though Mr Rajiv Gandhi, the Indian Prime Minister, has not got enough to do to bring peace to the troubled states of Punjab, West Bengal, Tripura and Nagaland. Now he and his Government have to decide by the autumn what to do about a feud going on in and around the former French colony of Pondicherry.

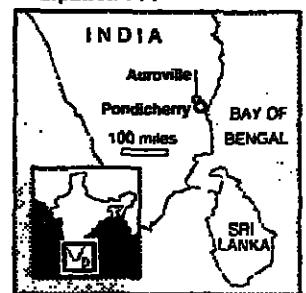
The feud has been characterized by accusations of bad faith, financial mismanagement amounting to criminal misappropriation of funds, overweening ambition and arrogance on one side, while against the other side — mainly foreigners living in India — there are charges of sexual misbehaviour, drug taking, betrayal of ideals and even spying. Each side accuses the other of degenerating into violence.

The irony of this is that the fighting is about the establishment of a spiritually based international community, a place which, in the words of its founder, "no nation could claim as its own, where all human beings of good will who have a sincere aspiration could live as free citizens of the world and obey one single authority, that of the supreme truth: a place of peace, concord and harmony."

The inhabitants of this Utopia, 300 mainly European immigrants, declare that the founder of the community had declared that only those

resolved to reside there should take part in its organization.

The society that used to run the community quotes the same founder as bitterly disappointed at what had happened to the project. "They turn freedom into licence. They use it to satisfy their desires," the founder said. "All the things that we have truly worked all our lives to master, they indulge in — a dissipation..."



The Auroville community is named after Sri Aurobindo, a Bengali sage and philosopher of the freedom movement who was driven to take refuge in French India early this century. He founded an ashram here and taught an internationalism which attracted many devoted followers from around the world.

One of his early disciples was Mme Mirra Alfassa, a French woman of Turkish-Egyptian origin, who came to him in 1914 and returned again in 1920 to spend the rest of her life here.

She was his closest follower

and, as he retired into seclusion, became his inspiration, guide and interpreter to the world. She was known as "the Mother".

Sri Aurobindo died in 1950 and the Mother, already the head of the ashram, launched the Sri Aurobindo Society to propagate his doctrines. The Auroville community, set up in 1968, was to provide "a prototype working model of what had been developed in the research laboratory which was the ashram".

When the Mother died in 1973, aged 95, the experiment had already begun to sour. However, Mrs Indira Gandhi, then the Prime Minister, had been attracted by the internationalist ideals of the community and high officials in her Government became involved in its controversies.

In 1980 a presidential ordinance, later an Act of Parliament, took Auroville out of the Sri Aurobindo Society and placed it under a government administrator. Three charges relating to 180,000 rupees (£90,000) which had apparently gone adrift were brought against the society.

Eleven days ago the last of the three charges was dismissed by the Pondicherry magistrate, who had some tart things to say about them being "vexatious and frivolous".

The period of government control expires in November and Mr Gandhi has to decide how to proceed thereafter.

Nakasone presses on with sales tax

From David Watts, Tokyo

Mr Yasuhiro Nakasone, the Japanese Prime Minister, told his Liberal Democratic Party yesterday not to flinch from pressing ahead with its proposed sales tax after a shock by-election defeat was largely blamed on the proposal.

At a special meeting after losing the House of Councillors seat in Iwate prefecture, Mr Kiichi Miyazawa, the Finance Minister, apologized to LDP leaders and executives. A candidate backed by his faction lost the strongly conservative seat to the Japan Socialist Party for the first time since 1968.

The widespread unpopularity of the LDP's tax reform plans, which include a 5 percent VAT-type tax from the start of next year, is being blamed for the defeat. Another factor may be that the LDP's candidate, Mrs Rei Isumugi, is the widow of an LDP politician and not a politician in her own right.

Moreover, while the sales tax was the principal issue of the campaign, Mrs Isumugi refused to discuss it.

The election, which wiped out the large LDP majority achieved after polling last July, has party strategists worried. More local polling is due to take place next month. Deliberations on the 1987 budget are still held up because of an opposition party

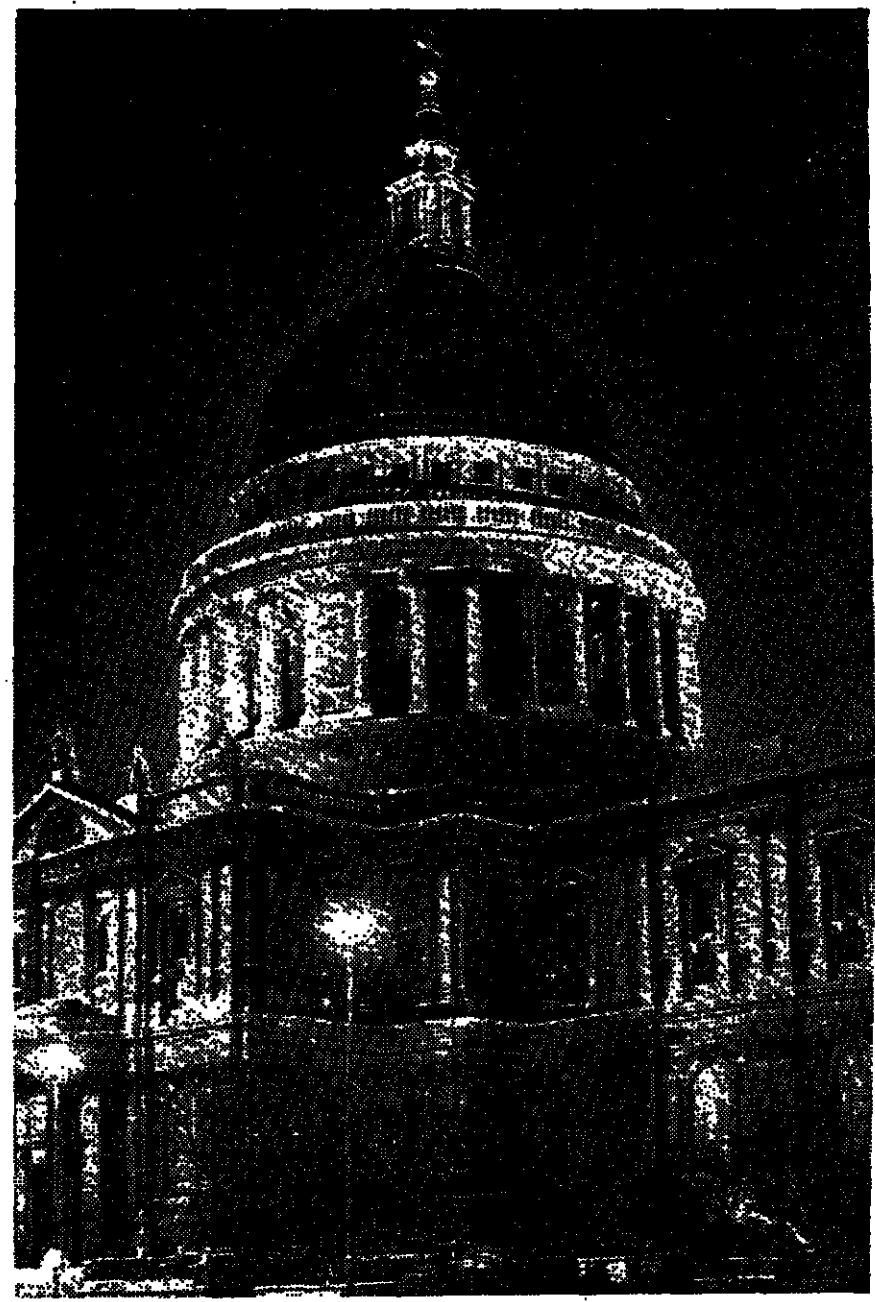
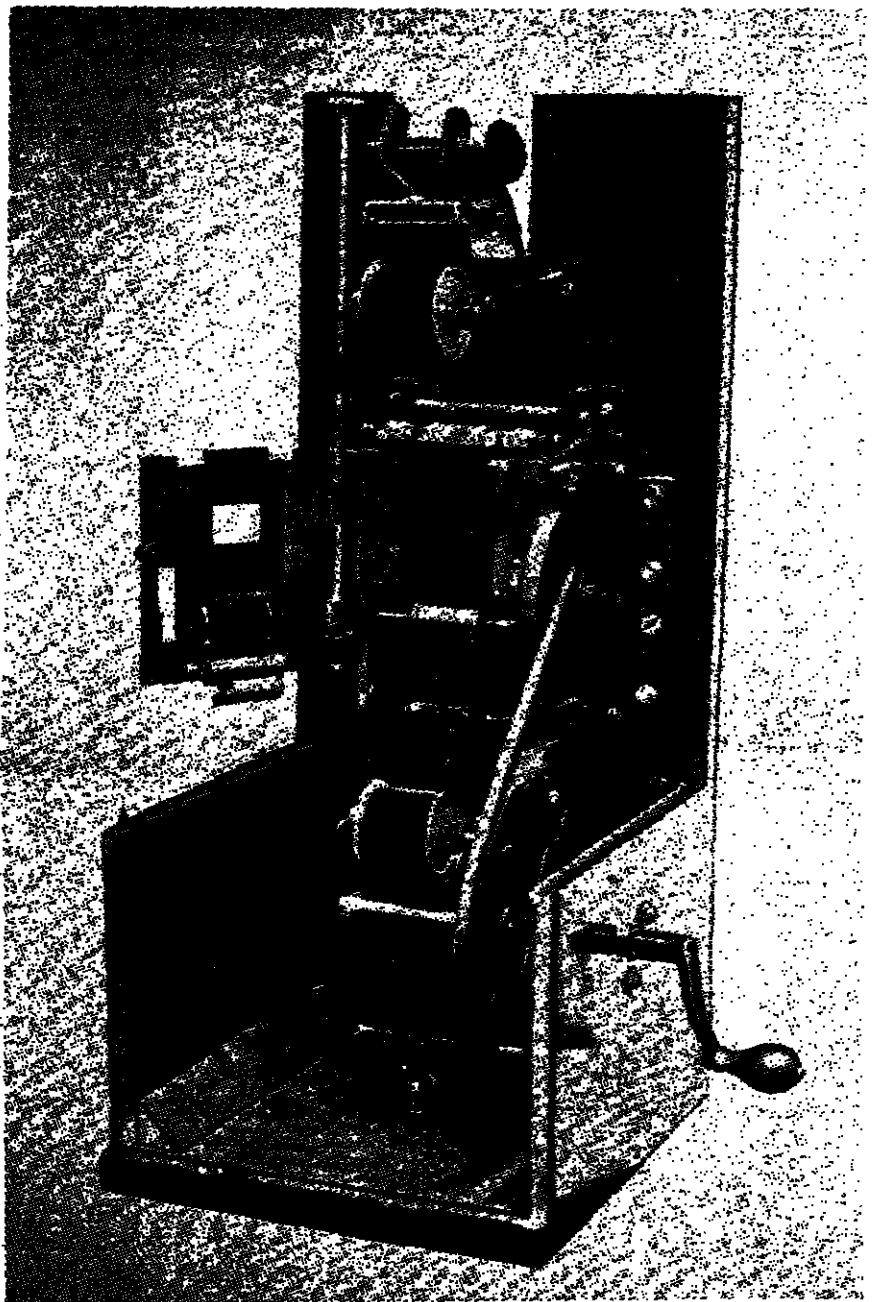
boycott over the sales tax. However, a compromise could emerge today. The Government has called a meeting of both the ruling and opposition party Diet policy chairmen.

The Opposition continues to call for the cancellation of the Government's public hearings of the House of Representatives budget committee planned for the end of this week. But Mr Nakasone is equally determined that the hearings should go ahead. His Government has already heard an explanation of the budget, even though opposition parties were absent.

The sales tax has angered a wide cross-section of the public, from small businessmen to large corporations. Opponents say they will stop making contributions to the LDP, already troubled by internal dissent.

Trade warnings: In a series of tough warnings to the Japanese Government, M. Jean-Bernard Raimond, the French Foreign Minister, has cautioned that further increases in Japanese trade surpluses could trigger worldwide protectionism.

M. Raimond is concerned that Japan is diverting its export effort to Europe as trade with the United States falls off because of the strength of the dollar.



The company that pioneered moving pictures is now a leading light in the City.



Mr Nakasone: by-election result was a blow.



Mr Miyazawa: apologized to leaders of the LDP.

Storm waves devastate South Pacific atolls

Wellington (Reuters) — New Zealand officials yesterday reported widespread devastation on the remote Tokelau group of atolls in the South Pacific after they were swept by waves during a storm.

Mr David Lange, the Prime Minister, told a news conference no one had been killed or seriously hurt on the New Zealand-administered group.

But officials who inspected the islands from air force planes during emergency food drops said the damage was much worse than expected. About 1,700 people live on the islands which have no airstrip.

Mr Lange said livestock, crops and buildings were swept away by the waves that crashed through the low-lying atolls a week ago.

CHRISTCHURCH: A moderate earthquake jolted residents awake here yesterday (AP reports). The 15-second quake, measuring 5.25 on the open-ended Richter scale, struck at 7.18 am. There were no immediate reports of damage or injuries.

The tremor was only one-tenth as strong as that a week ago which caused widespread property damage on the North Island.

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Nicaragua's black market

Clashes and public outcry follow clamp on illegal food vendors

From Alan Tomlinson, Managua

A tough crackdown on Nicaragua's growing black market in scarce food supplies has provoked violent clashes between police and illegal street traders.

There have also been ugly incidents at checkpoints on main roads into Managua as police search cars, buses and lorries to stem the vast flow of black market goods.

The revolutionary Government, anxious to curb runaway inflation and regain control of an increasingly anarchic internal economy, has announced plans to get even tougher. It is banning the transport by unlicensed individuals of more than 50 lb of food and setting up more checkpoints on roads out of main farming centres.

The policy is provoking anger among the public, which has come to rely on the black market for many, if not most, basic consumer goods. The crackdown is also being questioned publicly by prominent members of the ruling Sandinista Front and even by the state-run media.

A columnist in the official

Sandinista newspaper *Barricada* argued that many of the so-called speculators were not professional black marketers but ordinary people "forced to seek other forms of subsistence in order to survive" in the face of soaring prices.

Inflation is officially estimated at about 600 per cent, though one government minister put it in four figures for black market goods.

The columnist was more concerned that the need to find a profitable sideline, as the buying power of money plummeted, was turning workers into commercial salesmen and creating "a new business class without revolutionary values".

One peasant woman selling cheese and refreshments illegally at a beach said she earned 10,000 cordobas a day (£160 at the street rate of exchange) — 10 times more than her husband who works in the fields for wages.

The morning telephone-in show on the official Voice of Nicaragua radio station has been besieged with calls from people claiming to have had

small amounts of goods confiscated illegally by police and trade inspectors. One woman said she had been relieved of a few pounds of sugar, another of a bag of oranges.

"Who controls the controllers?" asked the show's host, who also observed: "The big fish never fall into the net."

Brawls broke out at several of Managua's main public markets recently as police and trade inspectors drove out illegal vendors and confiscated goods from people arriving on buses from the countryside. Peasants have tipped bags of rice, beans and other goods into the street rather than allow officials to seize them.

One woman begging at Managua's big east-side market, after fighting with police who had confiscated two bags of rice and beans, complained: "I am ruined. They've taken everything. They call us speculators, but we only buy at one price and add enough to earn a living." She said she put a 20 per cent mark-up on goods she sold.

Other black marketers are more sophisticated. Trade Ministry officials said a ring of speculators bringing goods to the capital by train kept in radio contact with stations down the line so they could unload their illegal wares before arriving at checkpoints.

A tour of several markets recently revealed illegal vendors doing a lively trade alongside licensed stallholders with little to sell. "They are thieves. They should be arrested," shouted one angry shopper. Another man queueing to buy illegal corn reasoned: "This is not speculation. It is just people trying to make a living."

The Government blames the guerrilla war and the US trade boycott for the nation's economic ills. Political opponents say tight state controls have caused food production to fall.

"All the effort the Government puts into control should be put into production," said Señor Ramiro Cerdán, a prominent member of the private enterprise council, Cosep.



Signor Andreotti, the Christian Democratic Prime Minister-designate, leaving President Cossiga's office in the Quirinal palace yesterday after being asked to form a government.

Andreotti asked to lead team

Rome (Reuters) — President Cossiga of Italy yesterday asked Signor Giulio Andreotti, the veteran Christian Democrat, to try to form a government despite strong opposition from the Socialists to his nomination.

After almost a week of consultations on how to resolve the crisis caused by the resignation of Signor Bettino Craxi, the Socialist Prime Minister, last Tuesday, President Cossiga nominated Signor Andreotti, aged 68, as Prime Minister-designate.

Government officials said that Signor Andreotti would be expected to wait until he had ascertained whether he

could form a new team before accepting officially, a normal procedure in Italy.

Signor Andreotti made it clear that he would try to form a government on the same basis as the outgoing coalition of Christian Democrats, Socialists, Republicans, Liberals and Social Democrats.

There were some forecasts that because of the strength of Socialist opposition, Signor Cossiga would take an intermediate course rather than give a full mandate to Signor Andreotti right away.

The Socialists regard the shrewd Signor Andreotti, who has been Prime Minister five times before, as a symbol of

the pre-Craxi era when the majority Christian Democrats regarded the premiership and their dominant position as their right.

They said the Christian Democrats should not be given an automatic right to impose Signor Andreotti, who was Foreign Minister in the outgoing administration.

Signor Cossiga had little room for manoeuvre. The members of the outgoing Government agreed that the Prime Minister should be a Christian Democrat and the party insisted that Signor Andreotti was its choice. His last spell in the prime minister's office, in 1979, lasted only 11 days.

Seven held in drugs swoop

Sydney (Reuters) — Two Australian customs officials, one a senior investigating officer, were among seven people arrested yesterday after the seizure of 12 lbs of heroin worth £2.7 million, the Australian Federal Police said.

Four men and three women are to be charged with importing and possessing heroin and conspiracy to import it, after a 13-month investigation involving police on three continents.

The arrests were made in raids in Sydney's eastern suburbs and along the central New South Wales coast after a tip-off from New Scotland Yard. The operation involved police in London, Islamabad, Hong Kong, Singapore and Los Angeles.

Two hurt in gun battle

Paris (Reuters) — Gunmen fired on police guarding the home of the deputy mayor of Paris yesterday and were arrested after a car chase across the city, the French radio station Europe-1 said.

Four men started shooting after a car drew up outside the house of M. Jean Tiberon on the Place du Pantheon in the city centre. Two of the attackers were wounded in a gun battle after the chase.

Migrant check

Brussels (AFP) — Belgium has announced that airline passengers from India, Pakistan, Nigeria and Turkey will not be allowed to disembark if they are considered unacceptable in a series of measures to stem the flow of immigrants fleeing Third World countries.

Wall arrest

West Berlin (Reuters) — A West German woman aged 72 has been seized by communist border guards on the Berlin Wall three weeks after an American man of the same age was tried in East Berlin for his wall-running escapades.

Jail attack

Delhi (Reuters) — Armed men killed an imprisoned supporter of India's ruling party and freed seven communist supporters from a jail in Bihar state, the Press Trust of India news agency said.

Hess better

Berlin (AP) — Rudolf Hess, aged 92, Hitler's former deputy, is expected to remain in hospital for the rest of the week for treatment of pneumonia but is getting better, his son said yesterday.

Hunger deaths

Delhi (AFP) — More than 80 Indians have starved to death in eastern Orissa state, where a mysterious disease reportedly killed 30 others in the past four weeks, a newspaper said here.

Drug appeal

Kuala Lumpur (Reuters) — Derrick Gregory, the Briton sentenced to hang for drug trafficking, yesterday filed an appeal against his conviction and sentence.

Royal baby

Monte Carlo (Reuters) — Princess Caroline of Monaco is expecting a third child in late summer, a spokeswoman for the royal family said yesterday.

Rare vintage

Peking (Reuters) — Scientists are analysing a 3,000-year-old brew discovered in a bronze jar unearthed from a Shang Dynasty tomb which may be the world's oldest wine.

Karpov is close to second win

By Raymond Keene
Chess Correspondent

The second session of the adjourned sixth game between Anatoly Karpov and Andrei Sokolov in Linares, Spain, was played until late Sunday evening. This marathon encounter lasted 49 more moves without a result.

Karpov manoeuvred for six hours on Sunday in a herculean effort to exploit his small advantage of two minor pieces against Black's rook. But only a faulty push of a pawn by Sokolov on moves 76 and 77 gave Karpov his chance.

The game was adjourned again after Karpov sealed his move. It resumes tomorrow.

White Karpov; Black Sokolov

Queen's Indian Defence

White	Black	White	Black
1 d4	Nf6	46 Bc3	Nd4
2 c4	e6	47 Nc4	Nb5
3 Nf3	d5	48 Nc3	Nc7
4 g3	Bd7	49 Rb2	Qc2
5 Bg2	Bb7	50 Rb1	Qd2
6 Nbd2	Be7	51 Rb2	Qc2
7 Nc3	0-0	52 Rb1	Qd2
8 Qd2	Nb8	53 Rb2	Qc2
9 Nc3	Nc7	54 Rb1	Qd2
10 Bg2	Nd7	55 Rb2	Qc2
11 Bf1	Nb8	56 Rb1	Qd2
12 Bg2	Nc7	57 Rb2	Qc2
13 Bf1	Nb8	58 Rb1	Qd2
14 Bg2	Nc7	59 Rb2	Qc2
15 Bf1	Nb8	60 Rb1	Qd2
16 Bg2	Nc7	61 Rb2	Qc2
17 Bf1	Nb8	62 Rb1	Qd2
18 Bg2	Nc7	63 Rb2	Qc2
19 Bf1	Nb8	64 Rb1	Qd2
20 Bg2	Nc7	65 Rb2	Qc2
21 Bf1	Nb8	66 Rb1	Qd2
22 Bg2	Nc7	67 Rb2	Qc2
23 Bf1	Nb8	68 Rb1	Qd2
24 Bg2	Nc7	69 Rb2	Qc2
25 Bf1	Nb8	70 Rb1	Qd2
26 Bg2	Nc7	71 Rb2	Qc2
27 Bf1	Nb8	72 Rb1	Qd2
28 Bg2	Nc7	73 Rb2	Qc2
29 Bf1	Nb8	74 Rb1	Qd2
30 Bg2	Nc7	75 Rb2	Qc2
31 Bf1	Nb8	76 Rb1	Qd2
32 Bg2	Nc7	77 Rb2	Qc2
33 Bf1	Nb8	78 Rb1	Qd2
34 Bg2	Nc7	79 Rb2	Qc2
35 Bf1	Nb8	80 Rb1	Qd2
36 Bg2	Nc7	81 Rb2	Qc2
37 Bf1	Nb8	82 Rb1	Qd2
38 Bg2	Nc7	83 Rb2	Qc2
39 Bf1	Nb8	84 Rb1	Qd2
40 Bg2	Nc7	85 Rb2	Qc2
41 Bf1	Nb8	86 Rb1	Qd2
42 Bg2	Nc7	87 Rb2	Qc2
43 Bf1	Nb8	88 Rb1	Qd2
44 Bg2	Nc7	89 Rb2	Qc2
45 Bf1	Nb8	90 Rb1	Qd2

Adjournd

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How judges should deal with notes from juries

Regina v Gorman

Before Lord Lane, Lord Chief Justice, Mr Justice Kennedy and Mr Justice Roch

[Judgment March 9]

Guidance on the action of a judge who received a communication from the jury after they had retired to consider their verdict was given by the Court of Appeal after dismissing an appeal against conviction on a retrial for rape.

The appeal was brought by Vincent Dominic Gorman, aged 25, against conviction by a majority of 10 to 2 after the first jury had been discharged on being split and unable to agree at Manchester Crown Court (Judge Prest, QC and a jury). He was sentenced to four years' imprisonment.

Mr H. C. D. Laing, assigned by the Registrar of Criminal Appeals, for the appellant, Mr A. P. Russell for the Crown.

The LORD CHIEF JUSTICE, giving the judgment of the court, reviewed the facts and authorities and said that "the judge's approach at the first trial was right. It would be clearly undesirable for an indication of the voting figures to be made public."

Certain propositions could be set out as to what should be done by a judge who received a communication from a jury who had retired to consider their verdict.

First, if the communication raised something unconnected with the trial, for example, a request to pass a message to a relative, it could simply be dealt with without reference to counsel and without bringing the jury back to court. Their Lordships had been helpfully referred to *R v Connor* (The Times June 26, 1985) where that very situation seemed to have arisen.

Second, in almost every other

case the judge should state in open court the nature and content of the communication which he had received from the jury and should, if he considered it useful so to do, seek the assistance of counsel. That assistance would normally be sought before the jury was asked to return to court and when they returned the judge would deal with their communication.

Exceptionally if, as in the present case, the communication contained information which the jury did not need to reveal, such as details of the voting figures, then, so far as possible, the communication should be dealt with in the normal way save that the trial judge should not disclose the detailed information which the jury sought not to have revealed. His Lordship added that the object of the procedures of which sight should never be lost was:

- 1 To ensure that there was no suspicion or private or secret communication between the court and the jury; and
- 2 To enable the judge to give proper and accurate assistance to the jury on any matter of law or fact which was troubling them.

If those principles were borne in mind the judge would, one imagined, be able to avoid the danger of committing any material irregularity.

There had been no irregularity. The appeal was dismissed.

Solicitors: Crown Prosecution Service, Manchester.

Trendworthy Two Ltd v Islington London Borough Council

Before Lord Justice Dillon, Lord Justice Glidewell and Sir David Cairns

[Judgment March 5]

The owner of a new building would not become liable to pay unoccupied property rates in respect of it, for the period during which it remained unoccupied, until the hereditament and its rateable value had been entered on the valuation list; unlike occupied premises, liability did not arise upon the valuation officer proposing a rateable value at which to enter the hereditament on the list.

The Court of Appeal (Lord Justice Dillon dissenting) so held in a reserved judgment, dismissing an appeal by the defendant, Islington London Borough Council, and a cross-appeal by the plaintiff, Trendworthy Two Ltd, the owner of the Angel Centre, Islington, from an order of Mr Justice Mervyn Davies, who on October 31, 1985 had granted the plaintiff's declaration that it was not liable to pay any unoccupied property rate in respect of those premises until the relevant hereditaments and their respective rateable values had been entered on the valuation list, but had refused it a declaration that it was not liable to pay such rates until its appeal against the completion notice (issued by the defendant under paragraph 8 of Schedule 1 to the General Rate Act 1967) had been finally disposed of.

Paragraph 1(1) of Schedule 1 to the 1967 Act provides: "Where . . . is unoccupied for a continuous period exceeding three months, the owner shall, subject to the provisions of this Schedule, be rated in respect of that hereditament for any relevant period of vacancy, and the provisions of this Act shall apply accordingly as if the hereditament were occupied during that . . . period . . . by the owner."

Paragraph 5(1) provides: "Subject to the provisions of this Schedule, the rateable value of a hereditament for the purposes of paragraph 1 . . . shall be the rateable value ascribed to it in the valuation list . . . or, if the hereditament is not included in that list, the first rateable value subsequently ascribed to the hereditament in a valuation list . . ."

Mr Matthew Horton for the defendant, Mr William Glover, QC and Mr Guy Roots for the plaintiff.

LORD JUSTICE GLIDEWELL said that it was common ground that section 6 of the 1967 Act made the occupier of premises liable to pay rates in respect of them, notwithstanding that the addition of the hereditament and its rateable value to the valuation list was still only at the proposal stage.

The defendant had argued that the effect of the closing words of paragraph 1(1) of Schedule 1 was that, for the purposes of the application of the provisions of the Act, including section 6, the owner was to be deemed to be the occupier of unoccupied premises, and that therefore once the valuation officer had proposed the addition of the hereditaments to the valuation list at a proposed rateable value, the plaintiff had become liable

to pay unoccupied property rates by virtue of Schedule 1. In the absence of authority, his Lordship would agree with the plaintiff's contention that if Parliament had intended to deem owners of unoccupied property to be occupiers it would have done so expressly, and that the provisions of paragraph 5(1) were incompatible with any such deeming, since they made it clear that unoccupied property could not acquire a rateable value until one was entered on the list, and liability could not arise in the absence of a rateable value.

However, in *Bar Hill Developments Ltd v South Cambridgeshire District Council* ([1979] RA 379), the Divisional Court had reached a wholly contrary conclusion, on the basis that paragraph 5 did not attempt and should not be allowed to limit the clear power given by section 6 to demand rates on a proposal.

The decision of the Court of Appeal in *Hastings Borough Council v Tarmac Properties Ltd* ([1985] RA 124) that Schedule 1 constituted a code applicable to the rating of unoccupied premises was not determinative of this appeal, since if paragraph 5 did not bear the meaning which his Lordship thought it did there would be a gap in the code which section 6 could fill.

Thus there was no authority binding on the court. In his Lordship's judgment the plaintiff's liability to pay rates for the period while the premises were unoccupied would not arise until the rateable value had been finally determined and entered with the hereditaments on the valuation list. The appeal should therefore be dismissed.

There was nothing in Schedule 1 to show that liability to pay rates could only arise once the correctness of a completion notice issued under paragraph 8 had been finally established. If too much were paid because of an incorrect completion notice the rating authority was obliged to repay it: see section 9. The cross-appeal should therefore also be dismissed.

SIR DAVID CAIRNS, concurring, said that paragraph 1(1) of Schedule 1 did not deem the owner of unoccupied premises to be the occupier. When something was intended to be deemed, in this Act at least, Parliament said so in terms: see, for example, paragraph 7 of Schedule 1. Deeming meant assuming a state of affairs to exist when in fact it did not: paragraph 1(1) required so such assumption.

LORD JUSTICE DILLON, agreeing that the cross-appeal should be dismissed, but dissenting as to the appeal, said that it had been clear, at least since *B. Kettle Ltd v Newcastle-under-Lyme Borough Council* ([1979] RA 223), that rates in respect of occupied premises could be levied on a proposal. It was difficult to discern any reason in principle why the same should not apply in respect of unoccupied premises, although the question had to be determined as a matter of construction.

The effect of paragraph 1(1) was to cause the provisions of the Act to have effect in relation to unoccupied property rates subject to the provisions of the Schedule; his Lordship could not therefore agree with the view expressed by Lord Justice Glidewell in *Bar Hill*, at p389,

but that did not mean that the decision in that case was wrong. The actual decision in the *Hastings* case was on a different point which did not affect the decision in this case. The provisions of the Schedule prevailed if they were in conflict with those of the main Act; they constituted a code, but one which was incomplete.

Many of its provisions were enabling, giving the rating authority extra powers in respect of unoccupied property rates. The authority would also have the powers which it enjoyed in respect of occupied property rates except in so far as they were excluded by the Schedule.

For the purpose only of applying the provisions of the Act to property which paragraph 7 expressly deemed to be unoccupied, paragraph 1(1) had the effect of treating such property as occupied by the owner. That device saved setting out in the Schedule provisions such as section 6, amended *mutatis mutandis* to apply to unoccupied property.

Section 6 therefore applied in respect of unoccupied property, subject to, *inter alia*, paragraph 5. In his Lordship's judgment, that paragraph did not prevent the recovery of such rates on a proposal: a rateable value, once established, related back to the first day when the property became rateable, and the paragraph did not require the rateable value to be entered on the valuation list before liability to pay rates could arise.

His Lordship would therefore have allowed the appeal.

Solicitors: Mr C. Tapp, Islington; Michael Conn & Co.

Burden of proof test for case

Morris v London Iron & Steel Co Ltd

Before Lord Justice May, Lord Justice Croom-Johnson and Sir Denys Buckley

[Judgment February 6]

Although judges and tribunals of fact should make findings of fact in relation to the matters before them if they could, in exceptional cases they would be obliged by their judicial duty, having considered the evidence, to say that they did not know where the truth lay.

In such exceptional cases they should decide the issues on the basis of whether the party on whom the burden of proof lay had discharged it, without making findings of fact which they could not in conscience make. The duty on an industrial tribunal to give reasons for its decision required it to do no more than provide the parties with the materials which would enable them to know that the decision had been reached without any error of law and in accordance with the evidence.

The Court of Appeal so held, allowing an appeal by the employer, London Iron & Steel Co Ltd, from a majority decision of the Employment Appeal Tribunal ([1986] ICR 629) which had allowed an appeal by the employee, Mr Michael Charles Morris, from a decision of an industrial tribunal that he had not been dismissed.

Mr Andrew Thompson for the employer, Mr Michael McLaren for the employee.

LORD JUSTICE MAY said that the industrial tribunal had found itself unable to resolve the conflict of evidence as to whether the employee had been dismissed or had resigned, and had decided the issue against the employee on the basis that he had failed to discharge the burden of proof which lay on him.

The employee, in support of his contention that the industrial tribunal had been under a duty to resolve the conflict and make a finding of fact on the issue of dismissal, had relied on the decisions of the Court of Appeal in *Bray v Palmer* ([1953] 1 WLR 1455) and *Baker v Market Harborough Industrial Co-Operative Society Ltd* ([1953] 1 WLR 1472) and of the EAT in *Khan v Ministry of Defence* ([1981] ICR 653).

Neither *Bray* nor *Baker*, decided on wholly different facts, supported the existence of an absolute duty on a judge or tribunal to find facts. In *Khan* the EAT had said that an industrial tribunal which had failed to make a finding of fact and relied on the burden of proof to decide the issue was not entitled to make such a finding. That was not an entirely satisfactory decision and it also contained *dicta* which supported the approach of the industrial tribunal in this case.

A tribunal of fact should make findings of fact in relation to matters before it, if it could. In most cases that would be possible, albeit sometimes difficult. Having made findings of primary fact, it was entitled to draw inferences from those findings where appropriate.

In an exceptional case a judge conscientiously seeking to decide a matter before him might, equally conscientiously, be forced to say that he just did not know. To do anything else in such a case would be a breach of his judicial duty.

Some people found it easier to make up their minds than others. Swift reliance on the burden of proof and failure to decide issues of fact ought not in any way to be considered an easy or convenient refuge for anyone who found it difficult to make up his mind.

The industrial tribunal had followed the correct approach. There was no absolute obligation on it to find facts, and if at the end of the day it was unable to decide which evidence to prefer, it was entitled so to state and then to decide the issue by applying the burden of proof.

The purpose and extent of the tribunal's duty to give reasons for its decision were set out in *Vandell v Kearney & Trecker Marwin Ltd* ([1983] ICR 683) and earlier decisions there referred to. The purpose was to provide both parties with the materials which would enable them to know that the tribunal had made no error of law in reaching its findings of fact.

The tribunal in this case had given adequate reasons and the appeal should be allowed.

Lord Justice Croom-Johnson and Sir Denys Buckley agreed.

Solicitors: Alton Batchelor, Greenwich; Evans Butler Smith, Greenwich.

Anonymous letter is not admissible

Barclays Bank plc v Anderson

Before Lord Justice Watkins and Lord Justice Stephen Brown

[Judgment March 4]

Where a defence depended on allegations contained in an anonymous letter which was exhibited to the defendant's affidavit, the judge was correct to hold on an application for summary judgment that the defendant had no arguable defence to the plaintiff bank's action for recovery of money due from the defendant as guarantor for an insolvent company controlled by him.

The Court of Appeal so held, in dismissing the defendant's appeal from the decision of Mr Justice Turner on November 27, 1986.

Mr John Morris Collins for the defendant, Mr John Jarvis for the plaintiff.

LORD JUSTICE STEPHEN BROWN said that the defence was said to arise by way of set-off and counter-claim in which the defendant alleged that the bank manager had been in breach of his duty of

confidentiality and had disclosed information about the defendant's company's financial affairs to another company, and that the bank manager had acted in collusion with the company's receiver who had failed to exercise his duties properly in realising the true value of the company's assets.

It was alleged that as a result of those breaches the defendant had sustained damage. The manager strenuously denied any breach of confidentiality on his part.

The defendant said that the letter from an undisclosed author coincided with his suspicions but did not say it established them. The judge was right in saying that the letter was not admissible and that there was no evidential validity in it. The defendant had a suspicion and no more. There was no issue to be tried nor could it be said that there was something that ought to be investigated.

Lord Justice Watkins agreed.

Solicitors: Friedman Muir Harden Arnold for Fox Hayes, Leeds; Gibbs Pollard, Bradford.

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An irresistible agony



Israelis have queued in thousands for the Demjanjuk trial, a showcase, reports Gitta Sereny, for an oddly miscast lawyer and a debate about the clash between emotion and legality



Not what was done, but who did it: was Demjanjuk, pictured in court, the "Ivan" (top left) of Treblinka?



Sonja Lewkowicz was 18 and beautiful in 1943, when she worked in the kitchen and laundry of Camp 2 — the death camp — at Treblinka. She is scheduled to appear as an important prosecution witness in the trial of John Demjanjuk, and those who know her say she is beautiful still. In 1978, while working in the archives of Yad Vashem, the Holocaust museum in Jerusalem, she was one of four survivors of Camp 2 who were shown a collection of uncaptioned photographs of Ukrainians suspected of having worked in extermination camps.

She pointed at a photograph of John Demjanjuk, in civilian clothes, taken from his 1951 application for a United States visa, and said that he looked "like Ivan from Treblinka".

A year later she was shown eight more photographs, supplied to the United States by the Soviet Union. The subjects looked younger and were wearing black uniforms, and again — like two other survivors from the Camp 2, Pinhas Epstein and Elyahu Rosenberg, who have already testified in the trial — she identified Demjanjuk as Ivan. All three gave evidence to that effect at Demjanjuk's denaturalization proceedings in Cleveland, Ohio, in 1981.

For the past few years, Lewkowicz, an educated woman of considerable social standing, has suffered from a heart condition. She gave up her job some time ago, and her appearance at the trial in Jerusalem has twice been postponed.

Her standing and integrity make her a figure of special importance to the defence. Mark O'Connor, Demjanjuk's chief counsel, whose right to see all prosecution documents renders him familiar with her testimony in advance, has worked with some success on each of the witnesses to lay a foundation from which to attack her testimony later.

"If you were standing here," he asked Elyahu Rosenberg, pointing at a spot on the Treblinka map representing the laundry line behind the gas chambers, "and a German were here — the pointer is now pressed against the door of the engine room — could you see him from up there?"

"No," Rosenberg said. "There are buildings in between."

Witnesses are barred from the court until they are called, a precaution nullified by the fact that the trial is being broadcast in Israel for eight hours a day; certainly

Her fragile health has created a dilemma for the prosecution: should they dispense with her testimony or put pressure on her to appear, even at risk to her health? In a normal trial, the taking of such a risk would be unlikely. But this is not a normal trial. It has become a huge historical and political event which — as can be seen from the recent denunciations against Ukrainians and Balts in Britain and elsewhere — will have long-term repercussions on many lives.

As the trial began, the dominating emotions among Israeli intellectuals were discomfort and doubt; discomfort about beginning a trial at which the identity of the accused is still in doubt, and a wider doubt about the sense of such a proceeding 45 years on. But the event developed its own momentum, taking the Israeli authorities unawares. Within days, queues of thousands were forming by 7am for the 400 seats in the courtroom.

It was not intended as a show trial because no one believed the people wanted the show. But they do. Yet except for the three judges, whose unending patience with the histrionics of the defence as well as the somewhat faltering display of the prosecution must already assure them a place in heaven, none of the supporting actors in this drama is up to the scenario.

The script, without a doubt, was written in hell: the scenes described in court by those who lived them are beyond anything human mind or heart could invent. And with this I do not mean the specific accusations against the accused. I mean descriptions given by men about

themselves: their own feelings and acts; their anguish, fear and guilt.

Mark O'Connor — a Vietnam veteran in his early forties from Buffalo, New York state — has, as Judge Dov Levin points out time and again, a difficult job. John Demjanjuk has to be defended, but Ivan the Terrible's deeds are indefensible. O'Connor must therefore try to prove that 44 years is too long, that memory is faulty, that the eyes of John Demjanjuk are not those of Ivan the Terrible.

In that extraordinary courtroom, before that audience, a great lawyer could do almost anything. But a lawyer like O'Connor, who cannot comprehend the fatal dependence of people on each other, their thirst for life, their guilt over surviving, is simply out of place.



"He is scoring on points when there are really no points to be awarded," said Ivan Levy, an eminent South African lawyer brought in to oblige the Israeli Minister of Justice. "Of course he must discredit the witnesses, but to do it well you must have a sense of timing. If you insist on riding every point, you lose the impact. He does this over and over, and over and over he loses."

O'Connor "loses" on the inferences he tries to draw from the facts, such as his suggestions — going well beyond his client's needs — of the survivors' guilt, and of collusion between them. It is true that all these survivors have testified in other trials — there are so few of them, how could it be otherwise? And between them there is a unique bond, which might have enabled them to say things to each

other they cannot say to anyone else. "Do you know," said 32-year old Yochi Landau, the lovely younger daughter of the first witness, Pinhas Epstein, "that when we came to the trial the other day, the first trial any of us had been to, it was the first time in our lives we heard our father talk about what had happened?"

This is why the whole of Israel is watching and listening. What the survivors are expressing — not just the words, but the pain they convey, the tears they shed — is a truth which, extraordinarily, few young Israelis have ever heard and which, we now see, they want to know.

So, unexpectedly, it looks as if — by bringing to light not only the physical suffering but the awful heritage of guilt carried by the survivors — the trial may at last end the reproaches of the young against the old for "going like sheep to their slaughter".

By the time the trial began, I had been talking to Mark O'Connor for almost a year, hearing about his love for Jerusalem and his admiration of the Israeli press ("This case is going to be fought in the media," he said, "not in the court"); his despair that no Israeli lawyer would help him without an astronomical fee and a guarantee of United States residence.

Last October, Dr Gershon Orion, a well-known Israeli lawyer and a professor at Tel Aviv University, was asked by the President of the Israeli Bar Association to assist O'Connor in Demjanjuk's defence.

"It was more of a royal request than an invitation," he said. "Nevertheless, my wife and I thought hard for four days — we knew it would be very demanding. He accepted, on condition that he would not be asked to cross-examine any survivors, and that he be paid nothing

except the nominal daily fee paid by the court.

Dr Orion told O'Connor that the first thing to be done was to establish identification. What he proposed amounted to a trial within a trial which would include all witnesses who could establish Demjanjuk's identity one way or another, but would have ignored all the other aspects of the case. At the end of this mini-trial, which would have taken weeks rather than the months now expected, the judges would have the hard but straightforward task of deciding whether or not Demjanjuk was "Ivan".

"Add the indictment," said Dr Orion, "is only against him as Ivan. If there is the shadow of a doubt that he was that man, he had to be acquitted. On the other hand, of course, if the court decided he was Ivan, then we could begin to defend on human, historical, psychological grounds."

He soon realized, though, that a restrained approach and a lawyer of stature assisting him were not what O'Connor wanted. "Also, he simply couldn't understand my refusal to take money. It was beyond his comprehension. He felt I must have some nefarious reason." After a few days, Dr Orion decided to withdraw.

He has not met Demjanjuk, and has no opinion yet on whether or not he is Ivan. "But what is certain," he says, "is that the man is not what he claims to be."

The debate throughout Israel is less about what John Demjanjuk really is than about what his presence in the court means to the country. "The only thing that counts," the philosopher Jeremiah Jovili says, "is that this country, and you outside, can learn from this." His wife Shosh, a novelist, said: "I listen to it on the radio and I can hardly sleep or think any more."

But when she suggests that such men as Ivan the Terrible have forfeited their right to consideration as normal human beings, two of the dinner guests at their house, built into the side of a Jerusalem mountain, profoundly disagree. Both are historians. "No body ever loses such a right," says Saul Friedlander, backed up by Zeev Sternhell, who says: "If we ever got to that point, we would not deserve to be called a civilized nation."

A group of students at Jerusalem's High School for Music and Dance are no more able to agree among themselves. "What I'm afraid of," says one, 17-year-old Tal, "is that we want Demjanjuk to be guilty. With Eichmann, we knew who he was. Here we don't. Legally, all the details about the Holocaust surely shouldn't come up. They're emotionally upsetting in a situation where what is most needed is balance."

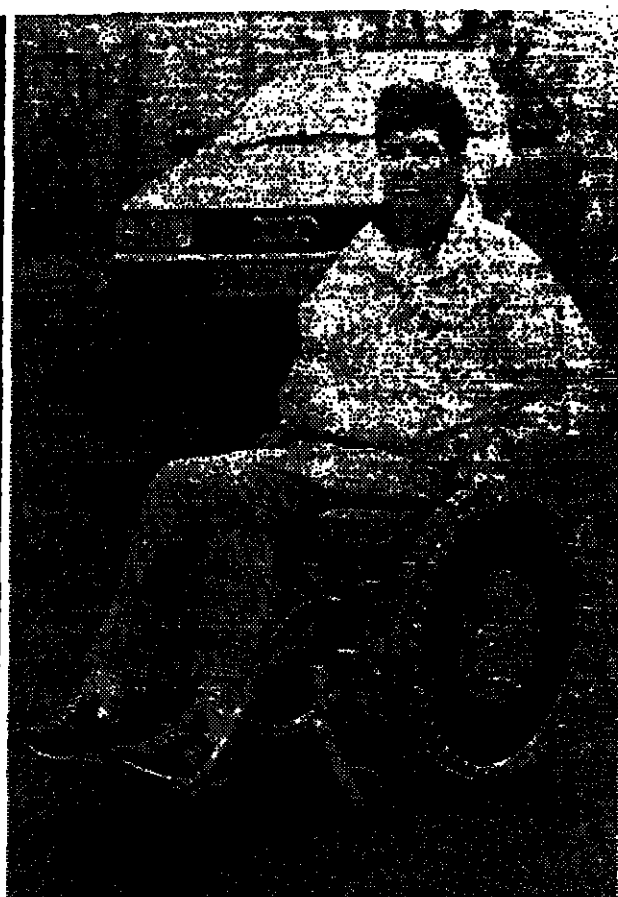
"The survivors," says one of her classmates, 17-year-old Aviva, "are almost too impressive. When Epstein pointed at him and said, 'He is Ivan,' and Rosenberg, after looking in his eyes from two feet away, said he recognized 'these murderous eyes' — and how dared he (Demjanjuk) hold out his hand to him — there was no one who didn't believe it."

Zvi, aged 16, is not so sure: "The Americans brought us into this," he says. "They are enthusiastic because of their own guilt feelings." And 16-year-old Marina asks: "If the Americans knew he was a killer, why didn't they try him there? If he was Ivan, then that is making a farce of justice. If he was just a little Ukrainian farmer who told some lies in order to live, then it is cruel to break up his family."

Even if Demjanjuk had been Ivan, I ask, could he not have changed in all these years, become a different man?

"If he was Ivan," says 14-year-old Refi, "and he has changed, then he would say, 'I was Ivan, and I'm sorry.'"

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Travel in style: Mike Nemesvary and his custom-built Audi

Courage in a coupé

It will take more than a paralyzing accident to keep a champion skier from the slopes...

Mike Nemesvary is planning to drive through Europe this spring, with a good chance of revisiting the Alpine villages where two years ago he was famous as one of the world's best acrobatic skiers — the man chosen to perform the spectacular ski stunts for the opening scenes of the James Bond film *A View to a Kill*. It will be no ordinary trip. Nemesvary cannot reach his steering wheel with either hand: his car has no pedals since he has no movement in either leg; and if he runs out of petrol or has a puncture, he will have to telephone for help.

The journey is the latest stage in the rehabilitation of a great athlete who, after being paralysed by an accident, adopted mobility as one of life's sporting challenges.

Two years ago, Nemesvary, at the age of 22, was working out on a trampoline in a back garden for the next world acrobatic skiing championships, at which he was tipped to win a gold medal. He lost

'Hell, no way was I going to creep about in a Transit'

control, landed on the trampoline's edge and snapped his spine.

"We had to tell him he would never walk again," said the nurse who looked after him. "He was absolutely lost in self-pity. For about one day. Then he formed the spinal ward escape committee — with himself as chairman."

That determination meant that he left the ward nine months later, fully nine months earlier than his doctors had expected. It also played a part in the formation of Back Up, a charity Nemesvary helped to launch, aimed at persuading those who break their spines that there is life after paralysis.

In this he leads from the front. Last year he was in the French resort of Tignes as a television commentator for the world championships, which he had previously hoped to win. A day later he made his first training run on a sledge, controlling it with small movements of upper-arm and shoulder muscles which, with continual painful exercise, he had developed to considerable strength.

But Nemesvary needed a different vehicle for getting around in Hindhead, Surrey, where he lives with his girlfriend and a succession of helpers who jointly give him the 24-hour back-up he needs. "I got in touch with Audi, and they came up with this gold coupé. All a bit decadent, I suppose, but, hell, no way was I going to creep about in a Transit."

The new car incorporates about £10,000 worth of electronics, designed by Steering Developments, a Hemel Hempstead firm. Nemesvary's arms rest in "splints". A forward push by the left arm works the accelerator, a pulling motion activates powerful brakes. The smallest finger-like movement of the right arm is transmitted to the steering wheel: a sensor behind the elbow controls, on an audible beep system, the horn, wipers, indicators.

Nemesvary has now enough stiff-finger movement



Up and under: Nemesvary in action before his accident to use the lights, heater, radio, telephone and activate the emergency back-up system which all together give the car the atmosphere of a fighter's cockpit.

At present a friend hauls him in and out. "We are working on some sort of powered swivelchair," Nemesvary says. "It will be done. I will always need help, and I am not too proud to wind down the window and shout for it. Because I have come so far since they told me to forget it — that life could never, ever be more than lying there playing with a computer with a stick in my teeth."

Brian James

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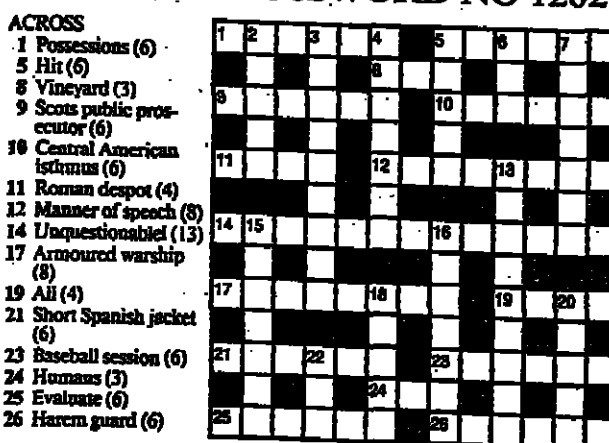
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FASHION

A feminine flutter

London Designer Week opens at Olympia on Friday, with a whirl of flirty skirts and a flash of petticoats to put a spring into autumn fashions

Femininity is back in fashion with London's leading designers. A froth of tulle, a flutter of petticoat and a whirl of a skirt make up their message as hemlines go up and out and trousers become an endangered fashion species.

All the leading names are treading the petticoat line. But the special focus at London Designer Week, which opens this Friday, is on the names with a royal connection. The Duchess of York, like the Princess of Wales before her, is now turning the spotlight on her fashion favourites.

On Friday, Linda Cierach, the Fulham dressmaker responsible for the most recent royal wedding dress, launches her first ready-to-wear collection, using soft cashmere, supple leather and very fine quality silks.

"The new collection covers quite a cross-section of personalities," says Cierach. "Working with so many different clients has given me the opportunity to design for different types of women. The clothes are very feminine. Some are quite romantic, others are very sexy and they are all extremely comfortable and luxurious."

Linda Cierach's name was hardly known outside a charmed circle of upper-class clients until the royal wedding dress commission almost a year ago. Since then, Cierach has made other dresses for her special client, including a black tulle dress with a spotted tulle skirt that is in the feminine mood of the new ready-to-wear designs.

The Duchess of York is a natural exponent of the new fashion focus, which is moving rapidly away from straight up-and-down mannish tailoring, with models to match.

Edina Ronay, another designer reflecting the Fergie factor, is making short full skirts, with hems padded to stand out, for the new season. Ronay has gone back to her Hungarian roots for the swiny dirndl, sliced off above the knee. Her short, umbrella-shaped skirts look sophisticated in silk taffeta.

The petticoat is the latest fashion additive to push hems up and away. Designers Arabella Pollen and Jacques Azagury, both favourites with the Princess of Wales, use layers of tulle to put a spring in their short hemlines. The petticoat frills are often designed to show, with layers of net bordering the hem.

British fashion is under one umbrella — and not just in terms of the new line in skirts. The designer shows are being held almost entirely at the Olympia complex, where the British Fashion Council has sponsored a tent and where individual designers are showing their wares to overseas buyers and the Press.

The frou frou styles, found especially in the London Designer Collections, seem a world away from the outrageous, street-wise styles that brought attention back to London three short years ago. But it is the nature of fashion to move on, and London is joining an international New Look.

Suzy Menkes

Sneak preview for autumn evenings
Right: The new umbrella skirt from Arabella Pollen; beige silk cr pe de Chine boat-necked top with flokked velvet spots, and matching circular skirt

Far right: In with the shoulders and out with the skirt for Edina Ronay's Jane Russell top and swiny silk taffeta skirt
Make-up by JANE GODDARD
Photographs by JOHN CARTER



Caught in the net

The petticoat is no longer a mere slip to stop the static. A good hunting ground, where you won't be spending too much, is Pineapple Dance Centre at 6 Langley Street, WC2. Their wrap-around net petticoat (far left) sells for £10.99. Jasper Conran's net back bustle (centre) is £32 from his shop at 37 Beauchamp Place, SW3. Fenwick's of Bond Street are selling a petticoat on a long basque, £8.95 (near left) to add width and whirl to hemlines.

Illustration by Joyce MacDonald

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THE TIMES DIARY

Worrall's warriors

The disintegration of South Africa's ruling National Party is set to become an avalanche, I am told that a list is circulating at embassy level in Europe naming between 35 and 40 Nationalist MPs who have decided to resign the whip after the whites-only election in May. The list is said to be headed by two Cabinet ministers, the Foreign Minister, P. W. Botha, and Gerrit Viljoen, Minister for Co-operation and Development. Most of the MPs are thought likely to defect to the independent movement personified by Denis Worrall, until last month ambassador to Britain, who looks increasingly likely to win his election contest in Heideberg. In the post-election scenario, currently only whispered at in Pretoria, the Worrall movement would formally adopt a party title and incorporate the liberal Progressive Federal Party. After the resignation of two leading journalists and the academic disquiet at Stellenbosch University over the weekend, the mooted parliamentary realignment is the most dramatic indication yet of the scale of liberal disillusionment at the pace of reform.

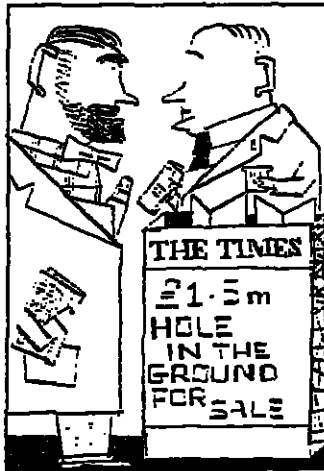
Ho-ho Howe

Sir Geoffrey Howe is not noted in Parliament for his high-sounding sense of fun. So it is with some surprise that I learn of an interview on Radio Four's *Legacy of Empire* tomorrow in which the Foreign Secretary confesses he is suffering from the giggles. "If I'm going to make a joke at an International Monetary Fund or European Community meeting, I have to think long and hard as to whether I dare make it, whether it's translatable," confesses the Foreign Secretary. Well, one wouldn't quite expect spontaneity from the Mogadon man.

Footwork

The shade of Nye Bevan can rest easy on one count over John Campbell's *Nye Bevan and the Mirage of British Socialism*. Despite his other criticisms, Campbell tells me he does not consider Bevan to have been an "irresponsible polemicist" (PHS March 6). He reserves that judgement for Bevan's official biographer, Michael Foot, who, "in his determination to vindicate Bevan systematically misrepresents practically everyone else." Campbell's evaluation of Foot's political career is no less scathing: he accuses Foot of "instinctively preferring the righteous impotence of opposition." Foot declines to comment.

BARRY FANTONI



"It would, of course, make an ideal HQ for the Labour Party"

Fife strife

The Kingdom of Fife has always had a soft spot for its namesake, an ageing country class guided missile destroyer, due to be decommissioned by the Royal Navy in June. The local Labour council is duly treating its crew to valedictory honours when the ship makes its farewell visit to Scotland later this week. Councillors are, however, concerned that HMS Fife may become the fourth warship in five years to be sold to Chile. Labour councillor leader Henry McLeish tells me: "If it does go to the despised fascist regime, we would insist that its name be changed. Perhaps HMS Finchley would be more appropriate."

Ne'er the twain

The Tory MP who found the maiden speech by SDP Greenwich victor Rosie Barnes "alarmingly competent" may have missed one passage. Telling at those who saw her constituency as little more than the home of the Greenwich meridian, she told MPs: "Tourists go home with their photographs showing them with one foot in the northern hemisphere and one in the southern." Or something like that, Rosie.

Charm school

Full marks to the headmistress of Benenden, Gillian duCharme, for her immaculate manners during a weekend encounter with a colleague of mine on a narrow Kent lane. Swerving to avoid the hapless journo, who had broken down, she found herself in a ditch up to her axles in mud, a situation from which she was extricated only with the help of a farmer's tractor. Climbing from the morass, Mrs duCharme turned to the offending motorist and - setting an example her pupils would do well to emulate - lent him her car to drive to work.

PHS

The Loyalist crumbling road

Richard Ford on the breakdown of Unionist unity against the Anglo-Irish agreement

Belfast The Ulster Unionist leadership is unsure and divided on how to boost its flagging protest campaign against the Anglo-Irish agreement. Its petition for a referendum on the issue predictably failed to convince the government or to persuade the Queen to intercede. More seriously, it has failed to unite the whole Unionist community behind the protest. The middle classes may have turned out for the initial rally against the agreement, but since have been content to remain on the sidelines. The civil disobedience campaign has to be mobilized, however, if the Unionist threats about the dire consequences of refusing a referendum are to have any force. Doubts must remain whether the broad Unionist community will become involved. James Moynihan, leader of the Official Unionists, recognizes the caution of the majority and has reservations about the wisdom of withholding government dues.

His reaction has highlighted the difficulties facing Unionists in finding a common approach. As Moynihan spoke from Westminster of the need to increase their effort on the mainland, Ian Paisley, leader of the Democratic Unionists, was pledging

confrontation. Even Moynihan's deputy talks in terms once used by extreme republicans, viewing the problem as a colonial one.

The much vaunted Unionist unity is punctuated by cries of "traitor" as the campaign of adjourning local councils collapses. Several have returned to normal business, as Official Unionists seek to avoid fines and imprisonment for being in contempt of court, while their Democratic Unionist colleagues bay at them for being faint-hearted.

With a general election approaching, ambitious younger men around Paisley have targeted three seats held by DUP MPs which they believe they could win, particularly if they are able to portray their rivals as being less than whole-hearted in the protests. The DUP has moved to protect its 10 seats by urging that sitting MPs be returned unchallenged by other Loyalist candidates.

On the streets Paisley believes that proposed changes in public-order legislation, giving the police wider powers to control parades and open-air meetings, will pro-

vide him with a rallying call for a "simultaneous uprising" in villages and towns. It has not gone unnoticed that Paisley has revived Saturday open-air religious meetings in Belfast city centre. Some suspect he is preparing a challenge to the planned legislation.

But what, when the emotion of the annual marching season subsides, is left other than to prepare for the third November rally against the agreement and the next parade?

Loyalists generally seem to have sensed that cannot go on. Signals have surfaced from surprising quarters. Proposals from the para-military Ulster Defence Association advocating power-sharing have elicited a formal welcome from the Northern Ireland Office and the Social Democratic and Labour Party, and a full hour's debate on a current affairs programme.

Having sensed the mood, the Ulster Clubs, an anti-Hillsborough Loyalist group, suggested setting up a grand committee to co-ordinate action, though it looked surprisingly like the em-

bro of an alternative government. Not to be left behind, the DUP and DUP set up a "task force" comprising three of their younger politicians to discover if there is any consensus for a political alternative to the deal. Finding it is going to be much more difficult, as the DUP and Paisley in particular remain opposed to any arrangement involving power sharing by right with nationalists.

The Official Unionists are deeply divided between those favouring devolution as the best way to protect their long-term interests, and integration. The momentum of the integration campaign, which aims to encourage the major parties from Britain to set up in Northern Ireland, is increasing, and could lead to the eventual disbandment of the Unionist parties. Another group favours simply continuing to say no.

Even if the task force reaches a conclusion after holding talks throughout the wider Loyalist community, the government doubts that the leadership can deliver. And there remain those within Loyalism who fear that to drift will prove the easiest option, with catastrophic long-term consequences for their position.

Keith Smith on the urgent need as oil declines to promote industrial R & D

Face the facts, Mr Lawson

Among the predictable features of the forthcoming Budget speech will be a distinct tone of optimism. The tax cuts will be based firmly on a positive assessment of past achievements, and confidence for the future: the Chancellor will emphasize six years of economic growth, sharp rises in productivity, low inflation, a falling PSBR and the prospect of lower unemployment and interest rates. We have already heard much along these lines, and will presumably hear more as the election draws closer. But how justified is this optimistic perspective of Britain's economic performance and prospects?

An alternative view might be that the government has opted for a burst of unsustainable growth: a consumer spending spree to be followed by a balance of payments hangover and policy about-turn of a familiar kind. How can we choose between these views? What really are the salient features of Britain's economic situation in the mid-1980s? What is the significance of the manufacturing decline of the early '80s, and the weak research and development (R & D) position highlighted over recent weeks in *The Times*? These important questions are unresolved because the 1987 Budget is more important than most.

The Budget comes, in fact, at a pivotal moment in British economic development. The early 1980s were characterized by unprecedented changes, the most important of which were in the structure of industry and trade: in the past seven years oil production has grown and manufacturing declined, both by very significant amounts. Of the 11 manufacturing industry groups only two - chemicals and precision instruments - grew between 1979 and 1985; all others showed absolute falls in output of between 8 and 45 per cent. This occurred after similar declines in the 1970s.

Manufacturing trade has dropped for the first time in peacetime into substantial and increasing deficit: from a £5 billion surplus to a £7.5 billion deficit in six years. Net investment in manufacturing has been negative since 1981. Offsetting it all, of course, has been oil, with output increasing by more than 50 per cent since 1980 and exports by 250 per cent. Rapid structural change of this type is rare enough, indeed almost unique, in advanced economies, but what makes the present situation of particular interest is that the changes are far from over.

In the coming years, oil output will decline. This is widely recognized, but the scale of the ensuing adjustment problems is not. Although there are great uncertainties about the rate of decline, by 1990 - on present projections - the volume of oil exports may well be about 40 per



cent down on 1986. Unless there are more discoveries, which is unlikely since exploration has stopped, or a very sharp recovery in the oil price, we face a significant decline in the contribution of oil to the visible trade balance.

This will set in train a wider process of change and adjustment: the real exchange rate will depreciate, and non-oil exports must grow at quite unprecedented rates if we are to maintain existing, let alone growing, levels of national income. How might this happen, and how does it relate to Mr Lawson's positive assessment of our economic position? In the face of this need for adaptation, why is he not deeply worried by the manufacturing trends outlined above?

Everything depends here on the way the government interprets the structural changes since 1979, with the optimistic outlook resting on its very definite answers to two key questions. First, why did manufacturing output decline absolutely in the early 1980s: was it symptomatic of a general weakness in British manufacturing, or not? Secondly, why did the manufacturing trade balance deteriorate so precipitately?

To the first question the official answer is that by the late 1970s part of British manufacturing was simply unviable, and it was that part which collapsed. As the government's reply to the Aldington Committee put it, "Manufacturing output fell at the beginning of the decade as the economy adjusted to correct long-standing weaknesses at a time of world recession". In less circum-spect language, only dead wood

was pruned. The absolute decline was thus a little local difficulty, part of a transition to a new path of growth, and the manufacturing economy which emerged from the 1979-81 recession was leaner but fitter, ready to grow fast.

The manufacturing trade balance declined, according to a joint Treasury, Foreign Office and DTI memorandum to the Aldington Committee, because of falling price competitiveness following a real exchange rate appreciation which "seems likely to have owed a great deal to the existence of North Sea oil resources".

These ideas lead readily to the conclusion that the process of structural change in the early 1980s is reversible, and therefore that growth can continue unimpeded into the late 1980s and beyond. The memorandum remarked that "when oil production declines, some reversal of recent trends is expected". The Chancellor himself, responding to "concern in some quarters over what will happen as North Sea oil output declines", echoed this, arguing that a fall in the real exchange rate would lead to improvements in non-oil trade and participation in trade in manufacturing. These optimistic views are not simply an interpretation of Britain's recent economic history, but are also a position on the problems of change in the medium term.

But both the interpretation and the prognosis are open to serious doubt. There are many implausibilities, but the most serious stem from the nature of competitiveness in international trade. If British manufacturing is rapidly to increase its exports then it must be

competitive in the largest and fastest growing product-groups of world trade. These come from industries such as electronic engineering, equipment, chemicals, motor vehicles) which are predominantly innovation intensive.

Competition here is about the ability to generate technological change, in products and processes, which is why such industries are characterized above all by high expenditures in relation to sales. New technologies have to be sought out, and R & D is the process which searches for them. But Britain's trade performance is in fact best in low research-intensity products and worst in high. That is natural enough since Britain has had for many years the lowest rate of growth of R & D expenditure of the "major seven" OECD economies apart from the USA.

Between 1981 and 1983 British industrial R & D fell absolutely, by about 5 per cent. Between 1981 and 1985 the number of people employed in industrial R & D fell by nearly 20 per cent. Within the falling industrial R & D total, defence-funded projects rose, implying that civil R & D applications have fallen very sharply indeed.

Such experience is unique in the major OECD economies. If British manufacturing was indeed strong, it would be expanding rather than retrenching in R & D and investment. All this means that there are few grounds for thinking that UK manufacturing can rapidly increase its market share in the fast-growing, high-innovation areas of international trade. Export growth will be confined to those low-technology product groups where growth is slow, demand is price sensitive and the competition, increasingly from developing countries, strong.

These weaknesses in R & D, and the negative manufacturing investment figures with which they are associated, are the central economic problems on the supply side of the British economy at the present time. They undercut optimistic prognoses for the future, suggesting that far from being on a new and vital growth path we are actually experiencing a short-term pre-election expansion uncommonly like those of the 1950s and 60s. But behind it all, it is Britain's real R & D and innovation performance which will shape the medium-term responses of manufacturing industry to the decline of oil.

For that reason, as David Blake pointed out in *The Times* on February 27, the problem urgently deserves a central place in policy discussion. The silence of the Budget speech on this topic will be as predictable as its tone of optimism, and far more worrying. The author is a lecturer in economics at the University of Keele.

Chess gets moving as the new mass sport

With his spectacular victory in the IBM All-Grandmaster Tournament in Iceland last week, Nigel Short, the 21-year-old with the highest ever British rating, proved beyond doubt that Britain has a world beater. And after the team silver medals in the last two Olympics, England has clearly established itself in the number two slot after the Soviet Union, where chess is the national game.

Our new status has given us certain prerogatives. Britain broke fresh ground with the London world championship last summer; we have pioneered speed chess on TV and British scientists have developed the most sophisticated electronic technology for showing chess games.

Soviet recognition has followed with the approval by the USSR Sports Committee of the appointment of a Londoner, Andrew Page, as agent to the world champion, Gary Kasparov. Page sees the marriage of television and proper business management of a worldwide series of grandmaster tournaments as the way forward for chess, but is sceptical about the ability of Fide, the world chess federation, to handle them.

This is a period of potentially great changes in the organization of the game, as demonstrated by

the match now under way in Spain between Anatoly Karpov, the former world champion, and the 23-year-old Muscovite, Andrei Sokolov to decide who challenges Kasparov for his crown later this year. It is the first time two Soviet grandmasters have played a match entirely on foreign soil.

The breakthrough came with the split venue London-Leningrad world championship match last summer between Kasparov and Karpov. True, London was awarded only half of the scheduled 24 games, but the precedent was set and a £600,000 prize fund established.

Kasparov's victory there has had repercussions for the game; it led him to believe that his leverage with the Soviet hierarchy would be sufficient to unseat Florencio Campomanes, the controversial president of Fide. Dubbed "Florencio Furioso", the Filipino earned Kasparov's undying resentment by halting his first world title clash with Karpov, just as he believed he was winning, in Moscow two years ago.

Banking on the support of the powerful Soviet federation, Kasparov was convinced that Campomanes would be ousted in favour of Professor Lincoln Lucena, of Brazil. But Kasparov, so devastating across the chessboard, had

miscalculated the politics. The Soviet federation stayed firmly behind Campomanes and Lucena withdrew at the last minute to avoid a humiliating defeat.

Kasparov was not to be thwarted, however. Summoning the world's leading grandmasters to his suite in the Dubai Hilton, he founded a "Grandmaster Association" which aims to share power with Fide on matters concerning rules of play, title qualification and the world championship cycle, and to organize a new World Grand Prix of chess tournaments.

In Brussels last month the grandmasters presented their ultimatum to Fide: "In matters concerning the individual world championship, changes will be made by joint decision of Fide and the Grandmaster Association." Campomanes has rejected this demand and urged the grandmasters to affiliate to the world body, merely promising consultation, subject to approval by Fide's general assembly.

The grandmasters scored some tactical victories, however, including confirmation that the next world championship match after this year will not be until 1990. The recent proliferation of world title matches (one a year since

1984, when they should have been biennial) was Kasparov's main scheduling complaint with Fide.

Also in Brussels was Michael Feldman, producer of the 39-part Thames TV coverage of the 1986 world championship and a likely key figure in the development of chess as a media sport. Feldman was a prime mover behind the recent Docklands Trophy Short v Kasparov Speed Chess Challenge now being shown on Channel 4.

The six games, none lasting more than 50 minutes, were designed to make chess more dramatic for the invited spectators and to attract an entirely new television audience. After these upheavals, what is the future for chess, both in Britain and worldwide? The potential is enormous, especially on television, and sponsors are taking serious interest. In the background, many groups are struggling for control - Fide itself, the Grandmaster Association, and the European Chess Union.

A pressure group formed in 1985 to counter Third World domination of Fide, if chess can reform itself the future could be as rosy as the prospect for snooker 15 years ago.

Raymond Keene

The author supported the Lucena campaign in Fide.

Richard Heller

Labour's great vote deterrent

The Labour Party's defence policy and posture are continuing to harm its electoral prospects. It has asked the British people to accept too many difficult propositions all at once. It is asking the country to give up possession of nuclear weapons but spend a great deal of money on new conventional ones. But if it is safe for Britain to give up the most lethal weapons a country can possess, why does it need to arm itself to the teeth with inferior ones?

The Soviet Union has nuclear weapons deployed against Britain. There are good reasons to believe that in any conflict with the West it might want to use those weapons against us in half an hour. There are several ways to prevent this terrible event. The first is for Britain to possess nuclear weapons - or perhaps biological ones - of her own. The second is to rely on allies to retaliate. The third is neutrality, the fourth surrender. The Labour Party is offering none of these choices. Instead, it appears to have evolved a war-fighting doctrine in which the Soviet Union attacks us with a limited part of its weaponry, then is obliged enough to accept defeat.

Should voters refuse to accept Labour's scenario for conventional warfare the party is offering few other reasons to believe in its defence policy, and it has abandoned many arguments it used to advance. It has given up arguing that British nuclear disarmament will trigger disarmament by others. It has given up saying that nuclear disarmament will make Britain safer. (In one important respect it will, by eliminating the chance of a nuclear weapons accident, but this does not appear in any official Labour statement.) Finally Labour has given up arguing that abandoning nuclear weapons would release money to create jobs, improve the NHS or help the Third World. It will invest the savings in other weapons.

Labour is asking the British people to believe in its loyalty to the Nato alliance. However, Labour's current policy involves the abandonment of existing British commitments to Nato, without the consent of other Nato members and without reciprocity from the Soviet Union. Labour is asking the country to accept the possibility of a stunning row with the United States - a country with immense power over British life. Anti-Americanism is popular until the British people have to pay the bill: lost trade, lost investment, lost tourists, lost jobs, lost trust.

Above all, Labour is asking the country to abandon 40 years of defence policy and to accept defence propositions never applied by any British government. Conservative or Labour, or by any British chiefs of staff. This is asking a great deal. By historic standards, the past 40 years of British defence policy have been a

conspicuous success. We have fought no major conflict. Such conflicts as we have fought have either been won or terminated in orderly and agreed withdrawal. We have the strongest alliance in British history. There has been no serious threat of war in Europe. For more than a generation no citizen has been compelled to serve in the armed forces. Not a bad record. Why should the British people give it up?

Fortunately, even two months - the earliest possible date for a general election - is long enough for the Labour leadership to adopt a new defence policy that does not require the British people to believe six impossible things before breakfast. There is no need for Labour to abandon its basic commitment to a non-nuclear defence policy and to a stronger conventional defence of Britain and its allies. Any government which decides to abandon this is committed to such a policy.

Labour should use the coming months to show the electors that its commitment is in two places. The first is the cancellation of Trident and putting right deficiencies in conventional defence. These policies would be unconditional and immediate. The second phase concerns the future of Britain's existing nuclear commitments to Nato. There the party should make clear that it will maintain Britain's existing nuclear capability so long as it has any military credibility and can play any role in international negotiations, and that it will maintain Nato nuclear facilities here until there is general agreement within Nato to end them.

Labour is shuffling towards that position nervously and apologetically. It has everything to gain from striding towards it, seizing it and proclaiming it.

For one thing this would help Labour to exploit its remarkable good luck - over cruise. Mrs Thatcher has made a desperate and hollow attempt to suggest that the Gorbachov offer of a deal on cruise had something to do with her. It is Labour's task to show the contrary: if the deal is struck the Americans will remove cruise without her assent or even participation.

Above all a revised defence policy would remove a major source of interference against Labour's message on the issues that can win it the election: the health service, pensions, child benefit, care for families and the elderly, creating jobs, renewing housing, investing in industry.

The Labour leadership is faced with the choice between deterring Britain's enemies or deterring Britain's voters. Its choice in the next months will determine whether a Labour administration is formed.

The author is an adviser to the Shadow Cabinet. This is a personal view.

Frank Johnson in the Commons

Old Wet greets Gorbachov line

The tone of Mr George Younger, the Secretary for Defence, was yesterday rather more welcoming towards Mr Gorbachov's proposals on missiles than the Prime Minister's had been when she was questioned in the House last week.

This raised the question of whether the Prime Minister was now under pressure from soft-line elements within the British security apparatus.

In many of the pronouncements by analysts of British politics - who are to some extent influenced by the cult of personality surrounding the Prime Minister - Mrs Thatcher is depicted as being in complete command of the country.

It is true that she did consolidate her power by means of the purge of the so-called Old Wets in the early 1980s - the dark period of twentieth century British history which saw the extinction of such figures as Gilmour, St John Stevas and Pym.

But Mrs Thatcher continues to be opposed by powerful elements within the bureaucracy, industry and the state broadcasting service.

They have always believed themselves threatened by her reforms, particularly the introduction of more competition, and the discouraging of excessive drinking. They seize on any opportunity to discredit her when it is safe to do so.

Mr Younger is, of course, not disloyal in the way of his predecessor as Secretary for Defence, the unstable and ruthless Heseltine. But the origins of Mr Younger are in the Old Wet faction of the Conservative movement. He is not necessarily opposed to the Thatcher reforms.

But it is assumed that he would want them to be carried out slowly and preferably without anybody noticing.

Into this delicate domestic political situation have intruded Mr Gorbachov's proposals for a reduction in intermediate-range missiles in Europe.

Yesterday, the House debated the subject. The debate took place on the initiative of the Liberal-SDP Alliance, an organization

which derives much of its membership from the old bureaucratic class of minor officials, university lecturers, and moderate journalists and which therefore has much to lose by the success of the Thatcher reforms.

The Gorbachov proposals have nothing to do with the Thatcher reforms. But, since the proposals are supposed to be about world peace, Mrs Thatcher's opponents hope to depict her as being against world peace and therefore someone whose reforms are probably dangerous too.

Opening the debate, Mr John Cartwright, the Social Democratic spokesman on defence, welcomed the proposals and mocked the Prime Minister for giving a reaction to them last week which had been "somewhat restrained in its enthusiasm".

Replying, Mr Younger also welcomed the proposals. But he added that they had only been made because the West had been resolute in stationing its own intermediate-range missiles in Europe to counter those of the Soviet Union.

Then, with irony, he said he looked forward to the speech of Mr Denis Healey, the chief Opposition spokesman on foreign affairs.

That was because Labour's defence policy was now left-wing, and for years Mr Healey's had been right-wing. Since this discrepancy arose Mr Healey has responded to it with a zero option. In general, on the subject of his party's defence policy, he has tended to say zero.

But yesterday he had to say something. And what he said was masterly. He contrasted Mrs Thatcher's attitude last week towards the Gorbachov proposals with the Foreign Secretary's more sympathetic one in an interview on Sunday.

He made several jokes. Before we knew where we were, he had convinced a lot of people that the Tories were the party who were badly split on defence, although he himself undoubtedly remained unconvinced.



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HALF A POINT

Britain's buoyant pound has finally forced the Chancellor of the Exchequer, Mr Nigel Lawson, to concede a cut in interest rates which he would plainly rather have kept until after the Budget a week today. For the past fortnight the Bank of England has been struggling to stem a rising tide of optimism about the currency, intervening in foreign exchange markets and three times heading off a cut in interest rates by leading at penal rates to the money market.

It has all been uncomfortably reminiscent of last October when a rise in interest rates was delayed until after the Conservative Party conference. Opposition MPs were having a good time at Mr Lawson's expense — at least until yesterday's news took some of the wind from their sails. But the parallel with last October's move in the opposite direction should not be pushed too far.

Although the Chancellor is naturally keen to maximize the political impact of the Budget, there is a respectable economic case for preferring markets to assess the strategic decisions in the Budget before moving far on interest rates. The very size of the Chancellor's room for manoeuvre makes uncertainty about the precise level of borrowing in the year ahead greater than usual.

Nor has the immediate outlook for prices improved as much as the recent rise in the pound might suggest. Decisions about short term in-

terest rates, as the Treasury formula has it, are made after assessing the behaviour of the various measures of the money supply in relation to the Government's targets together with other relevant evidence, especially the exchange rate.

The narrow measure of money has recently come back within the target, and the pound has been gaining strongly. But the latest rise in sterling has taken place while the oil price has been recovering from a temporary dip, so higher oil prices have offset, to some extent, the downward pressure on inflation from a higher pound. In other words the "oil-adjusted" exchange rate, to which the Treasury pays a good deal of attention, has not appreciated as fast as the market rate.

The momentum behind the pound had, however, reached a level at which further resistance to cutting interest rates would have looked like the Chancellor burying his head in the sand. The combination of guaranteed high interest rates for at least a week and a Budget likely to please markets was giving traders a one-way option under which the pound was liable to overshoot the level justified on economic fundamentals.

The broader political picture also had to be taken into account. With the prospect of a Labour Government made more remote by the Green-White by-election result and the balance of payments deficit less worrying, the risk pre-

mium on holding sterling has narrowed considerably.

The Chancellor made clear after the meeting of the group of six major countries in Paris just over a fortnight ago that he did not want to see sterling fall, nor did he want to see it substantially higher. It is ironic that the G6 agreement to keep exchange rates broadly where they are should be tested initially by a rising pound rather than the falling dollar for which it was formulated.

Further rises in sterling would have threatened the improved competitiveness which last year's depreciation helped to secure. Sterling reached a low of just over 67 in terms of its exchange rate index last October compared with an average value in January last year of 76.6. But it has already recouped more than half of that depreciation closing yesterday up 0.6 at 72.4. Although productivity has been rising fast, unit labour costs would be threatened if the pound rose much higher.

Moreover, if the Government has it in mind to join the exchange rate mechanism of the European Monetary System after the election, as markets seem to expect, then it will not want to go in at too high a rate against the Deutschmark. Yesterday the pound was just under DM 2.95 and heading for the DM3 barrier. The odds are that yesterday's half point cut in bank base rates will be quickly followed by further cuts after the Budget.

STAYING ABOVE ZERO

The "zero option" had all the attraction of simplicity when it was put forward by the Americans in the autumn of 1981 as their objective for the arms talks in Geneva. As a public relations idea it looked fine. As a serious negotiating goal, it had drawbacks which were even then apparent. Those drawbacks have not gone away.

If the agreement now being worked out in Geneva removes all Nato's cruise and Pershing-2 missiles from Western Europe in return for the dismantling of the Soviet SS-20s, it will still leave the Russians with a balance of advantage in shorter-range nuclear missiles of some 700 to 72.

The figure of 72 refers to the Pershing-15s which the United States has deployed in West Germany since 1962. The 700 Soviet systems are the SS-21s, SS-22s and SS-23s which the Russians have moved into Eastern Europe during the last three years in response to the stationing of the new American cruise and Pershing-2s in five Nato countries.

It may be argued that this equation is not entirely fair to the Russians, since the estimated 265 SS-21s have a range of only 75 miles — not much more than Nato's Lance missile, 163 of which are in service in the West. But the SS-23 (which is gradually replacing

the Scud B) has a range of more than 300 miles while the SS-22 can travel around 560 miles — enabling it to strike deeply into Western Europe (including most targets in England).

Mr Gorbachov has intimated that he would be willing to pull back such systems from Eastern Europe once a zero-zero deal has been reached on the intermediate-range nuclear forces (INF). But these are relatively small, highly mobile missiles which could easily be moved back again, undetected by normal satellite surveillance. At best this poses a major verification problem; at worst, an unresolved issue which would need to be removed before too long. And that will be more easily said than done, if only because Nato would have few bargaining chips left to play.

The fundamental difficulty raised by the zero option is that it over-simplifies an issue which in fact is very complex. Loud and vocal arguments are now emerging (sometimes from surprising quarters) that the West should enter into the spirit of the offer and accept Mr Gorbachov at face value. He has after all climbed down a long way from the original Soviet demands — which linked any INF agreement to one on strategic weapons, called for the British and

French nuclear deterrents to be included and insisted on the abandonment by the White House of its strategic defence initiative (SDI).

Moscow's apparent anxiety to ease tension between the superpowers is certainly very welcome. East and West are closer to an arms control agreement now than at any time since Salt-2 was signed in the twilight of détente in 1979. But in its present form an agreement looks unwise.

A zero-zero option, as presently envisaged, would remove the coupling of the American strategic deterrent to Europe, which the Pershing-2s and cruises briefly promised. At the same time it would leave Western Europe exposed not only to Moscow's shorter-range nuclear missiles but to its vastly superior conventional forces.

As Mr Shultz plans for next month's preparatory talks with Mr Shevardnadze, Europe should make clear its misgivings. Its preference must be for an INF treaty which would leave some of the cruise and Pershing-2s in place. This would not in itself remove the shorter-range weapons issue from the table. But it would reassure the allies in the meantime. Such reassurance might seem unnecessary. But security is not well-founded on perceptions of good intent.

A PROLIFERATION OF RUMOUR

When Pakistan's chief nuclear scientist, Dr Abdul Qader Khan, appeared to confirm that his country had developed a nuclear bomb, he triggered a series of predictable political reactions. In India, the disclosure was greeted as proof of what New Delhi had long feared: that its neighbour and regional competitor now had a nuclear capability.

In the Soviet Union, which has cherished a "special relationship" with India for many years, the apparent confirmation of Pakistan's nuclear capability was also seen as a mark of hostile intent. It was added to the long list of problems afflicting Moscow's relations with Islamabad, a list which begins and ends with Pakistan's support for the Afghan resistance fighters.

In the United States, the reception was mixed. Congress is shortly to consider a new programme of economic and defence aid to Pakistan, but that aid is conditional on Pakistan remaining a non-nuclear power. The revelation that Pakistan had the bomb was seized on by Pakistan's opponents who hoped that Pakistan would forfeit its claim to aid.

In Pakistan itself, publication of the interview has been received in confusion. It has so

far brought a series of denials from Pakistani officials, the resignation of the Mr Mushahid Hussein, the editor of the English-language paper in which Dr Khan's remarks were first published (who was accused of betraying his country's interests), and a categorical denial from Dr Khan himself.

There is still doubt about whether Dr Khan was speaking formally or off-the-cuff. Probably, however, it does not make much difference.

It has been unrealistic for some time to believe that neither India or Pakistan would try to acquire a nuclear capability. Once India had exploded its first nuclear device, there could be no doubt — whatever international precautions were taken — that Pakistan would do its utmost to acquire at least an equivalent capability. The novelty of the latest report, aside from its source, was less its content than its timing and likely purpose.

Dr Khan's apparent admission (or boast, depending on how one looks at it) was made a month ago, at the height of the border tension between Pakistan and India. Was it intended to scare India into retreat? It was published in advance of US discussion of Pakistan's aid programme.

Was publication intended to halt Pakistan's receipt of American aid? Or was it timed to complicate the UN-sponsored talks on Afghanistan which are now in progress in Geneva?

Whatever suspicions may be raised by the timing of Dr Khan's remarks, they highlight once again the fears of existing nuclear powers about what could happen if a nuclear capability were to be acquired by "irresponsible" governments.

Such fears may, in fact, be sometimes exaggerated. It can be argued that the possession by both superpowers of a nuclear capability has had a stabilizing effect on East-West relations. It is to be hoped that if both India and Pakistan have the bomb, a similar sense of responsibility might prevail.

In this case, they would do well to acknowledge their nuclear capability openly and sign the non-proliferation treaty. That would, in itself, help to foster greater trust in the Subcontinent. It would also mean that allegations about who did or did not possess the bomb could no longer be used for political purposes, either by the countries themselves, or — perhaps more important — by third parties wanting to stir up trouble.

Debt plight of poor countries

From Mr C. G. R. Leach
Sir, On June 11, 1984, you published a letter from me in which I referred to the continuing severity of the world debt problem and outlined a way to solve it. The intervening years have seen no improvement. Indeed, how could they? Dollar interest rates still exceed the sustainable growth in the debt-ridden countries and it is increasingly difficult for Latin American governments to persuade their people to live in poverty in order that international banks can simulate higher earnings.

For a while these truths were obscured by the unconvincing "Baker Plan", which envisaged further raising an already unbearable level of debt. Now, however, reality has reasserted itself and poor countries are closed to money. As before, the solution is low interest rates. To avoid these rates leading to crippling loan write-offs they should be (a) index-linked to US inflation (thus ensuring that the loans maintain a value close to par) and (b) guaranteed by a credit-worthy international institution. The guarantee cannot, of course, be free: its cost would be that existing bank loans would be exchanged at a discount.

For example, the World Bank might make a general offer to buy at a 20 per cent discount up to half of any international bank's loans to troubled developing countries in exchange for 15-year World Bank bonds with a coupon of 3½ per cent index-linked to US inflation. The World Bank could then re-finance any qualifying country (i.e., one which embarked on an approved long-term programme of economic adjustment) at 2½ per cent, also index-linked. When I first broached this scheme, it would probably have succeeded at a discount of 10 per cent. Today I think at least 20 per cent would be necessary. In a year or two the right number may be nearer 50 per cent. In the meantime bitterness and make-believe flourish.

Yours sincerely,
C. G. R. LEACH,
3 Lombard Street, EC3,
February 26.

R & D shortfall

From Mr Ralph Irwin-Brown
Sir, You commented on February 21 that R & D "is a complicated statistical area in which the unwary... and the uncaring... may easily be misled." I would suggest that even the wary and the caring could also be misled by figures which purport to mean something and which it is suggested indicate that we are falling behind "in the race to the future".

In the year ended March 1986, the Natural Environment Research Council spent £100 million (up £7 million) of which £68 million was from parliamentary grant-in-aid with £22 million from commissioned research from Government departments. It might be that this £100 million will be used to calculate our GERD (Gross Expenditure on Research and Development) for that year — but should it?

For example, will the expenditure of £5 million on staff superannuation be deducted? And is the "study of the potential for a butterfly farming scheme to be established in Indonesia" indicative of a falling behind or a luxury?

Similarly, the grant-in-aid of the Natural Environment Council increased by 30 per cent in 1985-86 to £20 million. It would be interesting to know what proportion of their expenditure is classified to qualify under GERD as defined by the OECD. The grant-in-aid covered NCC funding of the NERC's Institute of Terrestrial Ecology, with £12,000 for monitoring invertebrates; £16,000 for the ecology of freshwater and £30,500 for a study of the management of woodlands for butterflies.

One can spend very considerable sums on a wide variety of researches in many sciences but it does not follow that this will *ipso facto* improve our chances of facing "the technological and industrial demands of a new era in wealth creation." It would indeed be comforting if it did. Yours respectfully,
RALPH IRWIN-BROWN,
February 24.

Classroom contract

From Mr M. Brayshaw
Sir, You assert (leading article, March 3) that the new contract contains nothing that conscientious teachers have not always done.

In fact the open-ended nature of the demands that can now be made upon teachers, especially given the massive burdens imposed by all the new initiatives (GCSE, profiling, TVEI (Technical and Vocational Education Initiative) etc.) — things we have not "always done" — make the job impossible for the conscientious teacher. You also asserted that teachers "committed the dangerous sin of failing to recognise the difference between what was possible and what was not." That is also the continuing complaint of teachers against Government.

Yours faithfully,
MIKE BRAYSHAW,
Honorary Secretary,
National Association of Schoolmasters/Union of Women Teachers,
West Sussex Federation,
58 Upper Brighton Road,
Worthing, West Sussex.
March 3.

Test of Soviet good intentions

From the President of the European Parliament
Sir, It is no coincidence that the more conciliatory line being pursued by the Soviet Government in the arms control talks in Geneva follows quickly on the same government's apparent change of heart with regard to recognition of the EEC.

The achievement of genuine dialogue *inter pares* between the Eastern and Western halves of Europe would signal at least a willingness to maintain peaceful and co-operative co-existence and at most would herald a constructive political attempt to achieve common purpose among all European nations.

The Prime Minister's visit to Moscow at the end of this month is thus of additional importance; as a European leader, Mrs Thatcher will be able to demonstrate to the Russians the new strength and revived purpose of the Western Alliance.

The European Community is 30 years old this month. It is not entirely fanciful to suggest that Mrs Thatcher's visit to Moscow marks Europe's overdue coming of age in world power politics.

Yours faithfully,
HENRY PLUMB, President,
The European Parliament,
2 Queen Anne's Gate, SW1,
March 4.

From Mr Martin Gilbert
Sir, I have followed closely your reports and correspondence in relation to the new mood in the Soviet Union, and the need to support Mr Gorbachov in his endeavours. Last week, after speaking to the Human Rights Commission of the United Nations in Geneva (on behalf of a non-governmental organisation) I was asked by the Vice-President of the Association of Soviet Jurists, Professor Samuil Zivs, why people like myself, who have in the past written critically about human rights in the Soviet Union, do not give the Soviet Union the benefit of the doubt as far as future change is concerned, by welcoming its first fruits.

I certainly do so: in the field of Jewish rights, for example, the emigration last month of Yuri Tamopolsky (a former prisoner) and this month's early release from labour camp of Alec Zelichenok and Dr Yosef Begun, are surely to be welcomed by men of good will.

One can only ask, however, in

the same spirit of conciliation for which the Soviet representatives pleaded at Geneva, that these first steps lead to others, and that they do so as speedily as possible.

For example, both Mr Zelichenok and Dr Begun have for many years sought to live in Israel, yet at the moment, despite their release from camp, they and their families are still refused permission to leave the Soviet Union. Likewise the two families to whom I dedicated volume six of the Churchill biography in 1983 (the Taratus of Leningrad and the Kosharovskys of Moscow), as well as the family to whom I dedicated volume seven last year (the Kholmianskys of Moscow), all personal friends of mine, as are the wives of Mr Zelichenok and Dr Begun, are still refused their exit visas after more than a decade of repeated applications. Cannot their current applications now be granted?

While it would only be a small gesture to let these five families go, it would also signal clearly, as Mr Gorbachov appears to wish to signal, that the process of change, though only at a beginning, is definitely continuing.

The eight other Jewish prisoners and the 4,000 Jewish families who have been refused exit visas, some of them since 1971, would gain increasing hope from such a gesture, while those in Britain who seek conciliation — and indeed reconciliation — would be all the more willing to give the Soviet Union that positive acknowledgement for which Professor Zivs appealed.

Yours sincerely,
MARTIN GILBERT,
Merton College, Oxford,
March 6.

From Lord Boyd-Carpenter
Sir, Dom Andrew Moore, of Downside Abbey (March 5), involves the authority of his office in condemning the morality of the American SDI development. But, in his view it is immoral to seek to protect a country's population from nuclear attack. It is curious that he does not mention and similarly condemn the anti-missile defences with which the Russians have surrounded Moscow for some years.

Why is it that our friends should be singled out for ecclesiastical condemnation? I am, Sir, your obedient servant,
BOYD-CARPENTER,
House of Lords.

Garden marketing

From Lord Drogheda
Sir, It is welcome that *The Times* should devote a first leading article (March 2) to the Royal Opera House, May I comment on the present position.

First, the main problem with which Covent Garden has had to contend in recent years is underfunding. For this the fault rests clearly with the Government, who have so far failed to honour the recommendations of the Priestley report, published in 1983, which accepted that there was no real scope for economies, and urged that funding on something better than a year-to-year basis was vital.

Discussions aimed at establishing financial support on a rolling triennial basis are now taking place; and this is good, providing that proper allowance is made for the fact that costs in the world of international opera advance faster than the rate of inflation because of increasing demand, world-wide, for artists of international class, many of them British. Beyond this, as you point out, Covent Garden still has a large and important programme of capital development to complete. Phase II includes many major improvements and is far greater than phase I. Because the Government will not provide the necessary finance, resort to commercial development is a necessity.

Fleet decline

From the General Secretary of the National Union of Seamen
Sir, I write to draw your attention to the decline in the British merchant fleet, now below 10 million tons deadweight for the first time this century. Our research department had calculated that the fleet fell to just over 500 ships of 500 gross tons or more in December 1986, compared with 523 ships in November. This is in stark contrast to a peak of 1,614 ships totalling 50 million tons deadweight in 1975. So drastic is this decline that it is doubtful whether the industry can meet Britain's strategic needs particularly within Nato.

There are many reasons for the fleet's decline but paramount is the Government's free market philosophy that regards a strategic and material asset as best left to the vagaries of the market. In the 1984 Finance Act, all capital allowances were removed from ships rendering difficult for shipowners to operate at a profit. And while the Government appears lavish with tax incentives for other sectors of the economy, shipping appears low on the list of Mr Lawson's priorities.

University cuts

From Professor M. H. Port
Sir, Mr Poletti and his colleagues (March 2) justly criticise the "narrowness of vision" of selective funding; but their comment that arts and humanities "are left to fall prey to the law of the free-market jungle" could be misleading, if we assume that this includes market demand. Arts departments are suffering despite a healthy market for their wares.

In your article you make reference to the need for a second auditorium. I question this need. But in any event, its inclusion in the plan would make commercial development an impossibility, so that a far larger sum would be required, and Covent Garden's annual grant would have to be very much increased because of the heavy additional running costs.

I myself believe strongly that it would be wrong to scrap Mr Jeremy Dixon's most excellent plans for the phase II development. These have been prepared in immense detail. They are full of imagination, and are designed to blend in with the architecture of the whole market area.

I do not believe sums of the order required could ever be raised through the ideas being put forward by Mr George Whyte, with whom Covent Garden first had talks 15 years ago.

The truth surely is that with an institution as important as the Royal Opera House, which is a major national asset of international renown, prime responsibility for its wellbeing must rest firmly and squarely with the government of the day. This simple fact must never be forgotten.

Yours etc,
DROGHEDA,
Parkside House,
Englefield Green,
Surrey.

Shipping and seafarers have served Britain well in both peace and war for the past 500 years and I urge the Chancellor to take steps to halve the damage done to both in his forthcoming budget.

Yours faithfully,
SAM McCLUSKIE,
General Secretary,
National Union of Seamen,
Maritime House, Old Town, SW4.

Occasion for TV

From the Editor of Independent Television News
Sir, Listening to the statement in the House of Commons this afternoon on the ferry disaster at Zeebrugge, I couldn't help wondering yet again why the public are not permitted to see for themselves how their Parliament is responding on such an occasion of major national significance.

Surely, it is now up to the opponents of televising to justify their continued opposition to allowing cameras into the Commons?

Yours sincerely,
DAVID NICHOLAS, Editor,
Independent Television News,
ITN House,
48 Wells Street, W1,
March 9.

There is at this college a strong and persistent demand for history and other arts subjects which we could more amply satisfy were it not for the refusal of the University Grants Committee to fund more than an arbitrarily fixed number of home students. Yours faithfully,
M. H. PORT,
University of London,
Queen Mary College,
Department of History,
Mile End Road, E1.

ON THIS DAY

MARCH 10 1846

Discontent with the state of the Army, in this case with the artillery, was an early signal of the shortcomings to be shown up by the Crimean War eight years later. The slaughter at Moodkee occurred during the Sikh war, which had begun a few months before, when a British advance guard repulsed at heavy cost an attack by 20,000 of the enemy.

THE ARMY.

TO THE EDITOR OF THE TIMES.

Sir, — In England all subjects about consideration — the price of cotton, sugar, the turn of the markets, &c.: all subjects, save and except only military subjects, which, being unprofitable, excite little interest.

If some portion of that investigating and searching power which you have long exercised on many questions, and signally of late upon Ireland, could be brought to bear occasionally upon the army, you might render it much service; but at the present moment you might do that which is of more importance, — you might benefit the country by pointing out the direction in which the contemplated augmentation to our army should be made, the way in which our money may be most profitably expended.

The recent slaughter at Moodkee has indeed the public to remember (at least whilst grateful speeches are going on in Parliament), what it too often forgets, that the victims were not the less fellow-countrymen, fellow-citizens, because they had put on the unpopular, the so-called unconstitutional red coat; and had adopted the thankless trade of defending the sources of our ease, wealth, luxury, and power.

That this slaughter was greater than need have been from the want of a sufficient artillery, is too evident to be denied. Some short time ago about 400 Englishmen were shot down in New Zealand for want of a few pieces of artillery, and all the artillerymen we could muster to send 12,000 miles were 26; yet the affair passed without comment or notice. Had a felon been harshly used or died from neglect, or a pauper been deprived of an ounce of oatmeal, the press would have made the country ring from one end to the other, and would have ferreted out the sources of abuse or neglect; but the 400 died; and where was the sympathy? where the voice to demand an inquiry? It was not found in the nation; it was not heard in the press.

Napoleon understood the use of artillery, its value and power, and whoever will read the history of our campaigns and sieges since his dawn will or may see how many lives have been wasted from the inferior force of artillery we ever bring into the field.

I could explain why we give less extension to our artillery than other nations; why it is with us less prominent, less important, less cared for. But the public would not even read what might be written on such a subject. For the same reason I shall forbear to show how the officers of that corps, excluded from the higher military commands, are left to rust in seclusion, and how their first captains until the better spirits, broken by disappointment, are down in apathy, and those who best who have not comprehension for higher things.

Why, I would ask, should not a portion of our artillery be employed in India as well as our cavalry and infantry? It is easy, too easy, I fear, to create difficulties; but I know how soon they would vanish did the wish exist. Why might we not have in that school of war two battalions and two troops of horse? The latter branch of the service would joyfully catch at an opportunity of distinguishing itself, of reviving its old renown, and escaping from an inactivity which its envious and illiberal detractors do not fail to lay hold of; and as to the other branch, the battalions, how many have we wasting their lives and their health in the inglorious stagnation of colonies more unhealthy, more distant, I say more distant, for India is now within six weeks of England, and should, therefore, be considered nearer than New South Wales, New Zealand, St. Helena, the Mauritius, the Cape, &c. These battalions and troops might be relieved by regiments of infantry and cavalry, and the officers going out and returning on promotion would be a great advantage by opening to many, if not to all, this school of activity and war, instead of confining it to a few.

ARISTIDES.

Clerical titles

From Mr C. L. McKelvie
Sir, Once, when he was rural dean in an Ulster diocese, my father received a letter which began: "Most Reverend and Rural Sir..." (It was from a farmer who wondered if my father could find him a suitable wife).

Some years earlier there was a kindly and mild-mannered Archdeacon of the Church of Ireland whose tetchy and formidable wife was generally referred to as "the venomous Mrs X". Yours faithfully,
COLIN LAURIE MCKELVIE,
Hill View Cottage, Broad Chalke, Nr Salisbury, Wiltshire.

From Mrs Marcus Knight
Sir, My husband, soon after he retired from the Deanery of Exeter, received a letter from America addressed to "Righteous Rev. Marcus Knight".

Does retirement make one more righteous? Yours faithfully,
CLAIRE L. KNIGHT,
1 Exeliff, Trefusis Terrace,
Exmouth, Devon.



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE

March 9: The Queen and The Duke of Edinburgh this afternoon attended the Commonwealth Day Observance Service in Westminster Abbey and were received by the Dean of Westminster and the Chairman, Joint Commonwealth Societies' Council (the Countess of Ranfurly).

Her Majesty and His Royal Highness were later present at a Reception given by the Commonwealth Secretary-General (His Excellency Mr Shridath Ramphal) at Marlborough House.

The Marchioness of Aberglavenny, Mr Kenneth Scott and Lieutenant-Commander Timothy Laurence, RN were in attendance.

The Prince Edward, Chairman of The Duke of Edinburgh's Award 20th Anniversary Tribute Project, this evening gave a Reception at Buckingham Palace.

The Princess Anne, Mrs Mark Phillips, Honorary President, the Chartered Institute of Transport, this evening attended the Institute's Annual Philip Hennen Overseas Lecture at the Institution of Civil Engineers, Great George Street, SW1.

The Duchess of Gloucester, as Patron, was present this evening at a Gala Concert to mark the Centenary of the London College of Music at the Barbican Centre, EC2.

Mrs Michael Wigley was in attendance.

Prince Edward celebrates his birthday today.

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The New Zealand High Commissioner read the lesson, the High Commissioner for Mauritius read from *The Seravatura* (Panshah), the High Commissioner for Bangladesh from *The Koran* and the High Commissioner for Sri Lanka from *Sutta-Nipata - a Discourse of The Buddha*.

The concluding prayers were led by the Ven Dr H. Saddhassana (in Pali), the Rev David Staple, representing the Moderator of the Free Church of Scotland Council, Swami Bhavyananda (in Sanskrit), Sheikh Hamed Khafaji (in Arabic), Rabbi Dr John Rabin (in Hebrew), Professor Harinder Singh (in Punjabi), the Moderator of the General Assembly of the Church of Scotland and Canon Gerald Mahon, representing the Cardinal Archbishop of Westminster. The flags of the Commonwealth countries were borne in procession to the steps of the sacristy.

The President of Nauru attended. The Prime Minister was represented by Viscount Whitelaw CBE, the Leader of the Opposition by Mr Denis Healey, CH, MP, the Leader of the Liberal Party by Lord Hampton and the Leader of the Social Democratic Party by Lord Diamond. The Lord Mayor of Westminster and the Lord Mayor of London were present.

The Secretary of State for Foreign and Commonwealth Affairs was represented by Mrs

Lynda Chalker, MP. Others present included: High Commissioners and their ladies and other members of the Diplomatic Corps, the Earl of Airlie (Lord Chamberlain) and the Countess of Airlie, the Countess of Ranfurly (chairman, Joint Commonwealth Societies' Council), Lord Maclehoze of Broch (chairman, Victoria League for Commonwealth Fellowship), Lord Trend (High Bailiff of Westminster), the Right Rev Christopher of Tebisis, Mr Shridath Ramphal (Secretary-General of the Commonwealth) and Mrs Ramphal, Sir Peter Gadsden (chairman, Royal Commonwealth Society) and Lady Gadsden, Sir Donald Tebbitt (chairman, English-Speaking Union of the Commonwealth) and Lady Tebbitt, Sir Jacobovits (Chief Rabbi), Sir Reginald Pullen (Receiver-General and Chapter Clerk of Westminster Abbey), Lieutenant-General Sir John Richards (Marshal of the Diplomatic Corps) and Lady Richards, Sir Patrick Wright (Permanent Under-Secretary of State, Foreign and Commonwealth Office, and Head of the Diplomatic Service), Sir Crispin Tickell (Permanent Secretary, Overseas Development Administration) and Lady Tickell, Mr Timothy Renton (Minister of State for Foreign and Commonwealth Affairs), Mr M A S Dalal (chairman, Royal Overseas League) and Mrs Dalal, Commissioner David Durman, Salvation Army, and Mrs Durman, the Very Rev Dr J Fraser McLuskey, Prebendary Austen Williams and the Precentor, Chaplain and Canons of Westminster Abbey.

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Sale room

\$20m target for bank clearing operation

By Geraldine Norman
Sale Room Correspondent

The Baron Lambert is bowing out of the famous Banque Lambert in Brussels at the age of 58 and has decided to sell the collection of modern paintings with which he decorated the bank's offices.

He has included pictures collected by his mother that come from his Brussels apartment and Christie's are confidently predicting that the collection, comprising more than 200 works of art, will realise between \$15 to \$20 million.

The two generations of Lamberts were among the genuine contemporary art collectors of the 20th century.

The Baron's Venetian-born mother, Johanna von Reininghaus, bought Picasso, Chagall, Bonnard, Miro and three outstanding Giacometti, all estimated to be worth above the \$1 million mark.

The Baron has bought the work of both American and European contemporary artists. Christie's are expecting his Francis Bacon "Study for a Portrait" of 1953 to fetch around \$700,000, and they

think his Mark Rothko may fetch about \$100,000 more. It dates from 1954 and is called "Yellow, White, Blue over Yellow on Grey".

A fire in 1956 which burned down the building in Brussels housing both bank and family apartments helped to stimulate the Baron's collecting interest. The architect of the new bank building, Gordon Bunshaft, of New York, introduced Lambert to the works of Rothko, Stella, Kelly, Morris Louis and other American artists.

Like a modern Medici, the Baron sought to form the finest collection of contemporary art in Belgium to hang in his bank, turning it into an artistic as well as a financial centre. His successors appear to have turned down the opportunity to buy the collection from him. So, as he leaves the bank, he is sending the collection for sale.

Christie's sale of Japanese paintings, books and prints yesterday morning totalled \$130,614, with 14 per cent left unsold.

Mr William Waldegrave, Minister for the Environment, alongside one of 198 new lime trees that are to be planted in the gardens of Hampton Court Palace to a design first laid out by Sir Christopher Wren. The Minister and Lord Skelmersdale planted the first trees in a ceremony yesterday in the Great Fountain Garden (Photograph: Peter Trievnor).

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Single entendre

Please indicate my duration as:

As ☐ \$10 ☐ \$25 ☐ \$50

\$_____ please complete

Please charge me Amex ☐ Visa ☐ M/C which is appropriate?

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The law is an ass. The law should try being a dog.

Locked up day after day. We knew it
and we couldn't do a thing about it.

Imagine how frustrating it is to know that an animal is suffering and yet be able to do nothing.

That's exactly what can happen in spite of a law passed in 1911.

Recently it was reported to us that a dog was being beaten and starved and kept on the balcony of a 10th floor high rise flat.

He was slowly dying and yet we were powerless to help even with the assistance of the police because, as the law stands, a search warrant cannot be issued in such cases of suspected animal suffering.

How can we stop this sort of cruelty if the law has neither the

teeth nor the claws to fight with?

If the situation appals you as much as it does us, write to your MP or please send us a contribution.

The 1911 Protection of Animals Act must be updated to give police powers of entry in cases of animal cruelty.

☐ I support the RSPCA (1911) Reform Campaign and have written to my MP. ☐ Please send a free 1911 Reform Campaign information pack. ☐ I would like to help the RSPCA and enclose a donation.

Name _____
Address _____



TO: RSPCA, FREEPOST, HORSHAM, SUSSEX RH12 1ZA.

Executive Editor
Kenneth Fisher

STOCK MARKET

THE POUND

Futures
markets
to merge

Vital advice

Persimmon

Bat

Profit

Dividend

L&N

MARKET

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share

1576.4 (-25.1)

FT-100

197.7 (-24.5)

Bogains

5342 (52723)

ISM (Datastream)

54.55 (+0.95)

THE POUND

US dollar

1.5850 (-0.0020)

W German mark

2.9422 (-0.0269)

Trade-weighted

72.4 (+0.6)

Further fall likely next week

Rising pound forces rate cut

By David Smith, Economics Correspondent

The sharply rising pound forced the Bank of England to accede to a half-point cut in base rates yesterday. And, with sterling barely dented by the move, a further reduction in rates is a near certainty next week.

The timing of the Bank's move, and its decision to lead rather than follow a cut in base rates, came as a surprise. It had been thought that the authorities would continue to resist pressure for a rate cut until the Budget, next week.

In spite of this, the cut in base rates from 11 to 10.5 per cent, announced by the big four clearing banks yesterday afternoon, failed to help the markets. Both gilts and equities fell sharply.

The signal for a base rate cut came at lunchtime yesterday when the Bank of England announced that it was reducing its money market dealing rates by half a point. The reduction in base rates by the clearing banks, led by National Westminster, was then a formality.

The Bank of England's decision to abandon its Canute-like attempt to prevent a base rate cut until Budget week was caused by sterling's strong rise.

After opening at 71.9, the sterling index shot up to 72.4 by 11 am, and towards 73.60. Even after the Bank's move, the index rose to 72.5, before settling back to close at 72.4, still a gain of 0.6 points compared with Friday's close.

Bank of England officials conceded that the pound was the main factor yesterday — there was no additional pressure for a base rate reduction in the money markets. But they resisted suggestions that the British authorities were working within target ranges, either for the sterling index or the pound's exchange rate against the dollar.

The Bank's decision to cut its dealing rates, after last week's strong resistance to a base rate cut, led to market suggestions that the Bank was attempting to prevent the sterling index rising above 72. After the Paris agreement of the six leading industrial nations, the Chancellor, Mr Nigel Lawson, said that he did not want the pound to rise or to fall too much. Then the sterling index was around 69, some 5 per cent below current levels.

Apart from sterling's strength, Mr Lawson may have agreed to yesterday's rate cut because of mounting criticism of the attempt to delay the base rate cut in order to present it as a favourable market reaction to next week's Budget.

In addition, the Bank of England prefers to move in half-point interest rate reductions. Apart from March last year, rate cuts under the monetary control regime introduced in 1981 have gone ahead in half-point steps.

The gilt-edged market had a bad day with losses extending to 1½ points by the close. The market opened about a quarter of a point lower and the base rate cut failed to provide a lift.

During the afternoon, the Bank of England announced a £1 billion tap of an existing stock. Treasury 3½ per cent 1997, with 40 per cent payable on application, and the remainder on May 5.

The announcement of the stock, to be designated Treasury 8½ per cent 1997 "B", sent the gilt market down sharply. It suggests also that the Bank could be heading for a big overfunding of the public sector borrowing requirement in the current financial year.

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Cheaper electricity cuts costs in industry

By Our Economics Staff

Industry's costs fell sharply last month, brought down by lower electricity charges. The pound's strength should lead to further cost falls in the coming months.

There was a 1.7 per cent fall in the price paid by manufacturing industry for its raw materials and fuels last month, the first monthly decline since last summer.

The fall was almost entirely due to a seasonal fall in industrial electricity costs. Department of Trade and Industry officials said that this effect appeared to have come through earlier this year than is normal.

Seasonally adjusted figures for industry's material and fuel costs were unchanged last month, underlining the importance of the electricity cost fall in the unadjusted figures.

Compared with a year earlier, manufacturing industry's costs last month were 2.9 per cent down.

In January, they were 2.3 per cent down on a year earlier.

Prices charged by manufacturing industry at the factory gate rose by 0.3 per cent last month, after a 0.6 per cent increase in January, when firms introduced new price lists for 1987.

The 12-month rate of increase for output prices was 4.2 per cent last month, equaling the lowest rate since the early 1970s, compared with 4.3 per cent in January.

However, there are signs of a price acceleration for companies outside the food, drink and tobacco sector.

Non-food manufacturers increased their prices by 0.7 per cent last month, after a 0.9 per cent rise in January.

By contrast, food, drink and tobacco manufacturers cut prices by 0.2 per cent last month, after a rise of only 0.1 per cent in January.

Mr Simpson said predators

Winter brings a corner shop boom

By Our Economics Correspondent

The arctic weather which gripped Britain in January took its toll on the big stores and held back the consumer credit boom, official figures show.

Food retailers in general, and corner and village shops in particular, enjoyed good sales, however.

The final index of retail sales volume for January was 122.3 (1980 = 100), 2.2 per cent down on December.

Sales of household goods fell by 8.2 per cent, and all non-food sales dropped by 5.9 per cent.

But food sales jumped to record levels, helped by some panic buying in the freezing weather. There was a 2.5 per cent rise in the volume of food sales last month.

By preventing people from getting into the town centres and the big stores, the snow

also cut down on the use of credit cards.

New credit advances last month were £2.66 billion, down on the £2.78 billion recorded for December. Even so, the amount of credit outstanding at the end of January rose by £300 million to £24.07 billion.

In the November-to-January period, total credit advances were 3 per cent lower than in the previous three months.

But within this total, bank credit cards — Access and Barclaycard — continued to progress at the expense of traditional forms of credit.

Bank credit card advances rose by 1 per cent in the latest three months, while lending by finance houses and other specialist consumer credit grantors fell by 6 per cent. Advances by retailers dropped by 3 per cent.

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Builders attack inner city decay

By Edward Townsend, Industrial Correspondent

A raising of mortgage interest relief to £40,000, a significant reduction in VAT on repair and maintenance work and measures to outlaw cowboy builders, are part of a new package of recommendations published today by Britain's construction industry.

In a new effort to influence government policy in the long term towards investment in infrastructure, housing and big construction projects, the industry places priority on "the urgent need first to arrest and then to reverse social and economic decay in Britain's inner cities."

The industry's new project, called Beyond the Budget, is the result of studies by the Joint Taxation Committee of the Building Employers Confederation, the Federation of Civil Engineering Contractors, the Committee of Associations of Specialist Engineering Contractors and the Export Group for the Constructional Industries.

It concludes that housing is the area most in need of stimulus in decayed urban centres. As well as new activity on repair, rebuilding and new houses, the report also proposes incentives to encourage the private sector rental market.

Income tax relief should be given on interest on loans used to carry out large repairs. "It is absurd that relief can be obtained for financing double glazing but not for putting a new roof on a house."

The committee said it wanted big tax incentives to encourage private money into "breathing life back into dying urban areas." As a result, relief for equity investment in improved urban renewal projects, it says, could be given through an extra £40,000 a year relief under the Government's Business Expansion Scheme.

There should also be corporation tax relief, tax free loan stock should be available

and employers' National Insurance contributions should be waived for workers directly involved in approved projects.

The builders also want the VAT system revised and in particular a reduction to about 5 per cent in the VAT charged on work done to existing buildings.

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Balfour close to \$200m road deal

By Anne Warden

Balfour Beatty, the construction company, is expected to add a second Turkish road building contract to the \$70 million (£43.2 million) deal for the Trans-Turkey Highway it signed last Thursday.

The second agreement, worth \$200 million, is for 85 kilometres (about 53 miles) of dual carriageway on the feeder road to Izmir, Turkey's biggest port, and is thought likely to be signed later this year. It will link the towns of Aydin and Denizli and be carried out, like the first contract, with Entes AS, the Turkish construction company.

Mr Alan Buchanan, a senior engineer who led Balfour Beatty's negotiations for the first contract, said yesterday that the Izmir road deal had reached the stage of preliminary agreement protocol.

Meanwhile work on the first contract is expected to begin in the late summer, Mr Buchanan also returned from Turkey last Thursday, said. Road work is being held up at present by three feet of snow in some parts of the country.

The financial consultants for both deals are Morgan Grenfell, the merchant bank. The first deal is supported by £15 million of export credit, Mr Buchanan said.

Balfour Beatty had been sought out to do the work by the management of Entes. "I think we are only welcome for projects where we are needed," Mr Buchanan said.

Other sections of the Trans-Turkey Highway are being built by Astaldi, the Italian company, and Bechtel, the American firm, which is working jointly with Enka, another Turkish company. The British-built section will link with the second Bosphorus bridge, a \$500 million project now under construction by a Japanese group.

Balfour Beatty, part of the BICC group, raised profits by 32 per cent in the first half of last year, up from £9.2 million to £12.1 million.

Daggers drawn at Blue Arrow

By Lawrence Lever

A dispute between Mrs Sheila Watson-Challis, president of the Blue Arrow Group, and Mr Tony Berry, its chairman, surfaced at the annual meeting of the recruitment consultants to contract cleaning group yesterday.

Shareholders at the meeting were treated to a mixture of accusation, counter-accusation and even a quotation from Cervantes, as the Blue Arrow board secured a resolution paving the way for the president's removal from office.

Mrs Watson-Challis, well-known in the recruitment consultancy business simply as Sheila Birch, founded a recruitment consultancy which traded as the Blue Arrow Personnel Services more than 25 years ago.

She sold a controlling interest in the company to Mr Berry in June, 1982, and as part of the deal was made president, with the intention, she says, that the appointment was for life.

Two years later the company was floated on the Unlisted Securities Market and has graduated to a full listing with a current market capital some 80 times larger than at the time of its USM debut.

Last week Mrs Birch failed to secure a High Court injunction preventing the resolution being put at yesterday's meeting.

Both Mr Berry and Mrs Birch read out legally vetted statements at the annual meeting yesterday. Mr Berry would not elaborate, for legal reasons, beyond saying that there

had been a complete breakdown of relations between the company and Mrs Birch.

Mrs Birch referred to "some differences" between herself and Mr Berry. She had previously accused Mr Berry in a circular to shareholders, of owing her "in excess of £150,000" which she said was part of the original agreement.

Mr Berry said that no money was owed and that he resented the suggestion that he was involved in a personal capacity.

Mrs Birch's two daughters spoke in support of their mother and against the resolution. One of them, Ms Jacqueline Birch, quoted Cervantes at Mr Berry: "Rarely or never is an ambition fulfilled which involves injury to another."

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Bid rejection

The board of IC Gas, after considering the terms of Thursday's Franchise and CBI tender offer, said, as it stated in its response to the tender offer by SHV Holdings, that it did not consider it appropriate to make a recommendation on a partial offer. The board intends to continue with the proposed reconstruction.

Profit jump

Bryant Holdings yesterday announced a 91 per cent jump in its pretax profits to £11.7 million for the six months to the end of November. Turnover rose by 29 per cent to £99.6 million.

Dividend lifted

Low & Bonar managed a 27.7 per cent increase in pretax profits to £17.1 million in the year to November 30 and is raising the total dividend to 5.35p (4.75p).

L&N rethink

In a remarkable about turn, Mr John Mackenzie, chairman of the London and Northern building group, is reconsidering some of the proposals of Demerger Two which has made a £90m offer for it.

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MARKET SUMMARY

STOCK MARKETS

New York 2254.08 (-26.15)
Dow Jones 21166.40 (+43.30)
Nikkei Dow 2820.38 (+21.74)
Hang Seng 289.7 (+2.3)
Amsterdam Gen 1640.9 (-5.50)
Sydney AO 1755.7 (+1.10)
Frankfurt 4357.78 (+61.17)
Brussels 448.0 (-1.2)
Paris CAC 535.20 (same)
Zurich S&K Gen 89.25 (-0.27)
FT 30 Share 1576.4 (-25.1)
FT-100 197.7 (-24.5)
FT Gilt 5342 (52723)

INTEREST RATES

London: Bank Base: 10½%
3-month Interbank 10½-10¾%
3-month eligible bills 9½-9¾%
buying rate
US Prime Rate 7½%
Federal Funds 6½-6¾%
3-month Treasury bills 5.64-5.65%
30-year bonds 9½-9¾%

CURRENCIES

London: New York
£ \$1.5850
£ DM2.9422
£ Sfr 2.0269
£ FF 6.55
£ Yen 163.77
£ Yen 243.58
£ Index 72.4
ECU 10.704208

MAIN PRICE CHANGES

RISES:
Kelsey Inds. 445p (+22p)
Norcross 340p (+28p)
Haywood Williams 305p (+27p)
Crown House 243p (+23p)
Whittington Eng 220p (+35p)
J Hewitt 280p (+42p)
Tunstall 380p (+33p)
Parker Knoll 'A' 557p (+20p)
GUS 'A' 1372p (+37p)
Moss Bros 680p (+20p)
Underwoods 260p (+24p)

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THE TIMES
CITY DIARYGame to
Wickins

Today British Car Auction Group will take the wraps off the 1986-87 interim report and in the words of an old *Jewess Chronicle* scribe who had a nose for such matters "profits will be higher and the dividend raised - and it will be a surprise". One thing is certain, the mercurial David Wickins and his Anglo-American motor auction business are never down for long. Whatever he does the general and infinitely hospitable Wickins tackles it with great enthusiasm and unflinching charm, even if his passions do tend to ebb as well as flow. Wickins's charitable work extends to sport, notably motor racing and golf, and he has given a half-measure, he has bought the superbly sited El Madronal tennis club north of San Pedro on Spain's Costa del Sol. Fraying at the edges and badly in need both of investment and business acumen, the £1m club - renamed El Madronal Country Club - is showing the benefits of the Wickins drive. Three new courts have already been laid; construction of the swimming pool is being moved to a better location; and the new club house, complete with restaurant, bridge and backgammon room and gymnasium, promises to become a glittering gathering place for the international set that abounds on the surrounding hillsides.



"It's an updated version which includes an insider dealer."

Injury time

Michael Simpson, finance director of quoted Newcastle bakery chain Greggs, was noticeably absent from the company's presentation of its results to the City yesterday. Simpson, an ardent Newcastle United fan, got so excited when his team beat Aston Villa at the weekend that he fell down a pot-hole in the car park at the St James's Park ground, breaking two bones in his wrist and tearing the ligaments in his leg.

Micro Business Systems daily confirmed our story yesterday that its founding chairman Clive Richards was about to step down. The company issued a terse statement saying that Owen Williams, who joined the company from IBM a year ago, would be taking over the top job. Richards, who owns 6 per cent, will as predicted become a non-executive director. Williams denies that Richards' departure was reluctant but concedes: "Obviously he has a very special affection for the company." MBS has now named a date for the announcement of its results - April 7.

Cash point

Britain's banks haven't quite mastered all this hi-tech. Days after four of the clearer's announced a massive computer linkup, allowing their customers to use any of 4,000 cash machines, a decidedly low-tech snag has taken the gloss off the service. Lloyds, to deter vandalism, has fitted many of its machines inside the vestibule of its branches, with electronic locks on the branch front doors. All four banks' cards will operate the cash machines - but only Lloyds' card will open the doors to allow access to the machines. Back to the drawing board.

Growing rich

Ron Holland, proprietor of the Apprentice Millionaires Club, today publishes his latest "aspiring millionaires" bible. Talk & Grow Rich. London-born Holland, aged 38, tells me the book is all about selling, with chapters on psychology and how to generate "eureka's". "That's when all your thoughts come together and you have a real idea," he explains. If you read the book and want to know more you can join the Apprentice Millionaire's Club and go on seminars at £68 a time. The philosophy certainly seems to be working for Holland, a carpenter-turned-entrepreneur. He has already sold more than 7,000 copies of his book, at £15 a time, and tells me that when the American royalties start coming in later this year it will make him a millionaire.

Carol Leonard

IN THE MARKET

Nothing genteel about
this cut in base rates

Yesterday's half-point cut in base rates to 10½ per cent, fully sanctioned earlier by the authorities through a mid-morning cut in bill dealing rates, appeared to be a gently cautionary move by the British monetary authorities ahead of a give-away Budget. But events in the afternoon completely disproved this genteel interpretation.

The authorities completed a double attack on sentiment by creating an extra £1 billion tranche of Treasury 8½ per cent 1997, designed to sit on the market until Budget Day and skim the speculative froth from gilt prices.

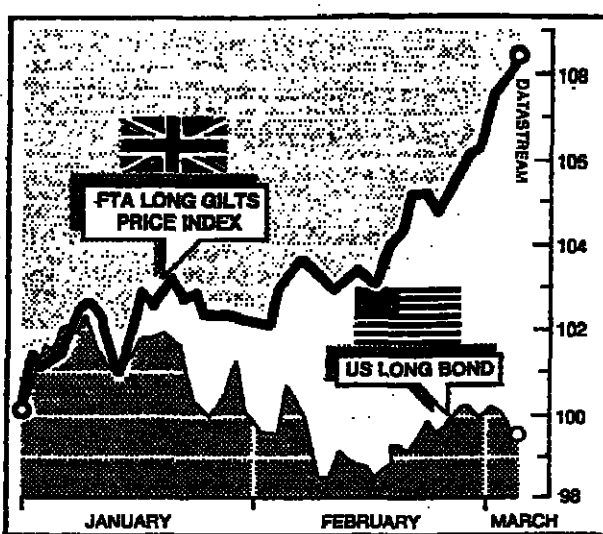
Notions that a fully funded PSBR would constrain the issue of fresh stock proved subordinate to the overwhelming need to restore order in London to dangerously overheated markets.

In theory a base rate cut takes the heat off sterling, freeing up the money markets. The new tap reduces the appeal to the foreigner of putting the gilt market. The two-headed nature of the attack is logical.

It takes place under fraught conditions for the market. London seems to be attracting all the hot money in the world including Japanese capital surpluses, not least because the US is concentrating on putting its house in order.

Temporarily, this means New York is out of the game, perhaps for as long as it takes for long bond yields to push up towards 8 per cent - caveat emptor, ahead of the hot money outflow.

The "London boomtime" phenomenon first showed up last week. The authorities announced a new stock, Exchequer 9 per cent 2002, which was crafted to sit on the market until Budget Day. Instead of holding the gilts market back, the stock was



taken out within a matter of hours.

The underlying picture is more disturbing. First and foremost, the Japanese appear to be switching out of dollar bonds and into high yielding markets with some degree of currency stability. Canada was the first port of call earlier this year.

London is a natural subsequent haven. The British authorities have made much of the improving quality of domestic fundamentals. Equally, Whitehall has forecast quite unambiguously and quite correctly that base rates are set to fall. Result - an improving gilt market amid chaos.

Sterling has soared, threatening to wipe out the national future current account gains originating from last year's skillful devaluation. Tempers have been raised in the money markets, with the houses virtually refusing to take out shortages by offering paper to the authorities. Gilts have flows. A benchmark long gilt like Treasury 11½ per cent 2003/07 now yields 9.31 per cent, down 40 basis points on the week.

The Government may be gratified by this apparent endorsement of its policies. But the authorities are right to be worried stiff.

It is well nigh impossible to decide what the correct policy stance ought to be.

Conceptually, the British authorities now need to try and manage their markets on a highly precautionary basis, as Reaganomics enters a secondary, mopping up phase. Reaganomics Phase One saw the creation of huge federal and budget deficits, which left the US creditor nations long on dollars.

These for the most part were successfully reintermediated into the US financial systems through the US Treasury auctions. But the US is attempting to put its house in order. Paul Volcker looks certain to be reappointed as Federal Reserve chairman and White House economic goals are changing.

Last week, just as the US bond market was preparing to sprint away, the authorities produced a good set of jobless

numbers which jarred sentiment heavily.

The long bond sold off back to 7.50 per cent yields as the general message filtered through - rates will stay high to protect the dollar and the bond market will not be allowed to rally strongly, dragging the other key cash variables in its wake.

New York for the time being is out of the game, leaving a void which smaller capital markets are finding it hard to fill. New York's instability of late last year is, in effect, being exported.

This is just the near-term aspect of Mr Volcker's portfolio of problems. Brazil's decision to suspend payment on \$68 billion of debt is the latest instalment in a legacy of disaster. Arguably, which stretches back as far as the Vietnam in the Sixties. The US elected to fight a war in South East Asia by printing dollars, not raising taxes; a pool of dollars formed in Saigon which slowly found its way into the world financial systems.

Mr Volcker is bound to be impressed by the symmetry of his problems. Brazil is the culmination of a situation where the dollars started outside the system and then moved inwards. The Japanese surpluses accrue from policies which saw excess internal creation of dollars via Budget deficits.

These subsequently moved outside the US, courtesy of trade deficits, into the hands of the big US creditors, notably Japan. Pushing rates higher to protect the dollar risks smashing the US banks, keeping rates low could have a similar impact on the dollar. Mr Volcker will play for time.

Most likely the US will seek to solve its problems by degrees. In the short-term, policy-makers will seek to establish a rapport between Brazil and the banks well before US bank auditors call for write-offs. Fed funds should stay close to 6 per cent.

Subsequently, the new team at the White House may opt to put the US into recession for a couple of quarters by cutting the deficit and raising US rates in a double bid to restore New York's credibility and slash destabilizing Japanese trade surpluses. That is why the long bond might sell off to 8 per cent yields in the spring.

London, in the short term, will continue to be buffeted by the ebb and flow of investor sentiment.

Christopher Dunn

COMMENT Kenneth Fleet

The scene shifts to
Volcker and Wall St

In the end market pressures proved too fierce to resist and bank base rates have come down half a point to 10½ per cent. This should be only the first instalment but markets are unpredictable as well as predictable.

Take the predictable first. The London gilt-edged market is currently exercising a powerful magnetism for foreign buyers; sterling is in fashion; the political outlook is set fair; and the economic and financial background is good. Given that the Treasury and the Bank of England were reluctant to see base rates down before the Budget next Tuesday, they have coupled the minimum reduction (half a point) with an extra £1 billion of Treasury 8½ per cent stock 1997 - a move expected to take an immediate £400 million out of the market (the stock is £40 paid on application). This should help to keep the market's enthusiasm in check until the authorities want it otherwise.

The unpredictable is much more fascinating. Far more significant than yesterday's cut in domestic base rates was the sharp fall in Wall Street when the New York market opened. This mild panic was paralleled by an improvement in the dollar - up to a creditable and firm looking DM1.85.

The rationale for both is the sudden conviction that Paul Volcker will be reappointed as chairman of the Federal

Reserve Board where his influence, as perhaps never before, will be exercised in favour of curbing US inflation. To that end he would seek to put strength back into the dollar, whose rapid devaluation has added hugely to inflationary pressures within the US. The classic way for him to proceed of course is to raise interest rates, leaving US bond prices to find their own level. With a new team in the White House, and the conspicuous departure of Donald Regan, Mr Volcker's reappointment would make sense.

Clearly however, a reinvigorated dollar would cause casualties and it appears from Wall Street's early behaviour that American equities are likely to be among the first. Wall Street is standing on an historic price/earnings ratio of 19 which is high and maybe now vulnerably high. Earnings growth in the fourth quarter of 1986 was very small and the export markets to which the US is looking to swell their sales of competitively priced goods - West Germany and Japan - are no longer looking as buoyant as they were. In Germany for example foreign business fell 17 per cent in January and domestic business 10 per cent. Serious shock waves from Wall Street would unnerve the London market. This message was not lost on dealers yesterday when both the Financial Times and FT-SE indices came back smartly.

Race for Royal Ordnance

The ill-starred privatization of Royal Ordnance, the state-owned armaments maker, reaches its climax on Friday when formal bids must be submitted to the Ministry of Defence. Last weekend, GKN, our leading engineering group, put in a strong burst on the rails to emerge a short head in front of rivals, British Aerospace and electronics group Ferranti, as the runners enter the home straight.

Trafalgar House, a thoroughbred never to be underestimated in this sort of race, balked at the penultimate fence and is no longer in contention. But Sir Trevor Holdsworth's GKN has one more hurdle to clear before the winning post.

So far, most observers have overlooked the all-important consideration that whoever is chosen by the MoD would have to accept restrictions on a future sale of Royal Ordnance. Most probably this would take the form of a "golden share," giving the Government an effective veto on a change of control and probably there would have to be a Government seat around the board-table, too.

Would Sir Trevor's institutional shareholders care much for the idea of a "golden share"? It looks doubtful. There are grounds for saying that

others which have had to live with this imposition, such as Britoil, have found it working to their disadvantage in the stock market.

Last year, Britoil cut its dividend savagely when faced with a heavy fall in the sterling value of its oil production. Shareholders suffered badly as the shares went into free-fall, since the saving possibility of a cheap bid for temporarily undervalued assets could not arise with the "golden share" in place.

It may be possible in the case of GKN to make a separate subsidiary of Royal Ordnance and to issue a special share providing a veto over a sale of the subsidiary. That is hardly likely to satisfy the Government, which wants Royal Ordnance under the wing of a financially strong parent.

Significantly, another of the candidates, British Aerospace, has no such problem with a "golden share." It already has one in place from its own privatization a few years ago.

British Aerospace would make a ready fit with Royal Ordnance which already supplies it with ammunition and explosives. As far as financing the acquisition, BAE is in good shape. Its most recent balance sheet showed net cash of £370 million.

TEMPUS

Bryant shines after
escape from ECC

English China Clays may be baffled about how Bryant Holdings slipped through its fingers but it can take some comfort that it is doing well from its outstanding 29.9 per cent shareholding.

Indeed, the gods must be smiling on Solihull. Bryant's confidence has been boosted by its timely escape while its underlying trading performance is excellent.

The construction and property divisions, previously somewhat unsatisfactory performers, which together accounted for about a third of turnover and a quarter of first-half profits, are at last beginning to earn their keep.

Low-yielding investment properties worth £7.5 million were sold during the period. The proceeds are to be used to increase trading opportunities. Half of the prestigious prefunded development, The Pavilions, in Birmingham, has been let and should be completed in October. The construction division, which undertakes work for outside clients as well, is benefiting from the additional work from The Pavilions.

Housing, however, remains the core of Bryant's business. A buoyant market was the principal factor in the widening of group operating margins from 8.2 per cent to 11.9 per cent.

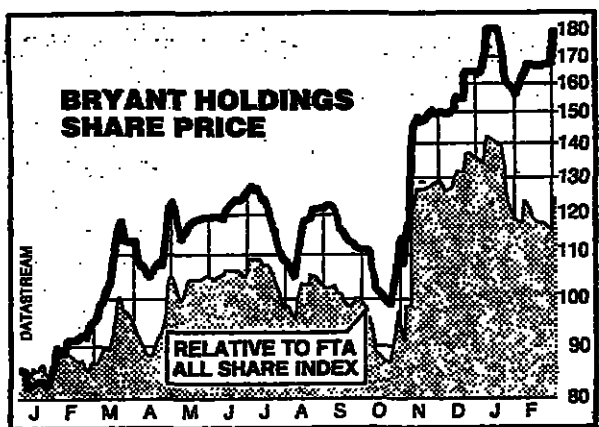
In the half year, when Bryant sold more than 1,100 houses, prices rose by about 25 per cent across the board and there is little sign of them losing momentum. In the first two months of 1987, prices have risen by between 2.5 per cent and 4 per cent. Land prices continue to be high, but Bryant has a valuable land bank which positions it well.

The proceeds of last autumn's rights issue have strengthened the balance sheet, so gearing by the year-end should account for about a fifth of ordinary shareholders' funds.

As expected, sales of housing land earned £1.5 million of profit in the first half. The second half will have land sales, but they are unlikely to generate so much profit. No second-half land profits were included when Bryant forecast £21 million profits for the year to the end of this May.

It is difficult to see Bryant making less than £23.5 million this year although it is hard to say for 1987-88.

The value of the shares has held up well after the lapse of the ECC bid. As long as the housing market continues in the current vein, which looks a distinct possibility, Bryant looks like a reasonable investment, especially since the management is under real pressure to perform. The only dark cloud is the possible placing of the ECC stake.



British Vita

The largely unglamorous areas of foam, fibres and polymers have enabled British Vita, the Manchester manufacturer, to continue quietly turning into a leading international company.

The latest results show that prospective predators have probably left it too late. For the fourth consecutive year, the company has notched up record profits - this time a 62 per cent rise in pretax profits to £19.7 million, much more than most analysts had forecast. Earnings per share were up 52 per cent to 23.8p.

The European operations now contribute more than half the overall profits. Much of this increase came from the West German business, but there was also strong growth from France and Belgium. The biggest customer is the home furnishings industry, with cars, defence and leisure in hot pursuit.

There were a few blips in the British performance where some businesses were reorganized, although the overall outcome still showed an increase in earnings from £4.4 million to just above £6 million. The balance of £3.3 million came from the international side.

Gearing came down from 42 per cent to 27 per cent despite acquisitions, capital investment programmes and research and development.

The shares have risen from 130p last year to 400p, up 4p, on yesterday's announcement. The prospect of another good year presents a problem for investors deciding whether to cash in on their profits or to wait for further growth. The management deserves continued support.

Persimmon

Persimmon is in the enviable position that it cannot stop making more and more profit from selling its houses. Last September it had a rights issue and forecast pretax profits of £5 million for the year to the end of December but managed to make more than £1 million extra. Even adopting a low profile in the final quarter and increasing the selling prices of its houses

did not seem to deter the public.

It looks as if this year is developing in much the same way. At the beginning of the year, Persimmon carried over 600 sales compared with about 300 in the previous year. January and February have been extremely good months pushing forward sales up to nearer 1,000.

Persimmon is operating from nine locations across the country, seven of which are actually selling houses at the moment. It has a land bank of more than 5,000 plots on 100 sites and is actively selling from 80 per cent of these outlets.

Its eventual aim is to sell 500 units from each operating unit. York, its original base, has already reached that figure.

The average selling price was £40,000 and prices are rising by about 10 per cent. Persimmon is finding that the high prices being paid for land in the South-east are beginning to have the effect of pushing up prices elsewhere.

Persimmon itself is not established in the South-east so the company's detractors cannot point to the special buoyancy of that market. Tight control on costs, careful land buying and emphasis on the second-time buyer are some of the factors contributing to its success.

Some of the strain of this rapid expansion is taken off Persimmon's balance sheet by entering into licensing agreements with financial institutions and local authorities whereby they provide the land element for a share of the profit.

The balance sheet looks healthy after the rights issue. There is no need for new funds this year although it is harder to feel so confident about 1988.

For the present year, Persimmon should make £9 million (eps 37.2p). Earnings should grow by 25 per cent the year after.

The shares remain good value particularly since the housing market is being underpinned by lower interest rates and good mortgage availability.

BIRMID
QUALCAST

Record Results in 1986

Pre-tax profit	£13.1 million — up 30%
Earnings per share	15.6p — up 29%
Net dividends per share	4.75p — up 27%

"I am very confident that the company will continue to make good progress"

R.T.S. Macpherson, Chairman

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STOCK EXCHANGE PRICES

Nervous start to account

ACCOUNT DAYS: Dealings began yesterday, Dealings end March 20, Settlement day March 30.
Forward bargains are permitted on two previous business days.

Prices are recorded at 5pm. Changes are calculated on the previous day's close and may differ from changes calculated by comparing 5pm prices, published the previous day. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (as) denotes Alpha Stocks.

Portfolio - Gold -

From your portfolio card check your eight share price movements, on the page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money stand. If you are a winner, follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Code as last
1	Empire Stores	Draperies	S-2
2	Burd (Wm)	Industrial	A-D
3	WGL	Industrial	S-2
4	Arreton	Industrial	A-D
5	Appleyard	Motors	A-D
6	Nell (D)	Industrial	L-R
7	Joseph (Leopold)	Bank, Discount	
8	Daves & Newman	Industrial	A-D
9	Speybank	Property	
10	Gold Greenlee	Paper, Print, Adv	
11	Gold Ind	Industrial	S-2
12	Vactor Products	Industrial	S-2
13	Burton	Industrial	A-D
14	Baynes (Charles)	Industrial	A-D
15	Shorne & Feller	Industrial	A-D
16	Adis	Property	
17	Ferry (P)	Motors, Aircraft	
18	Fogarty	Industrial	E-K
19	Hillards (P) NP	Food	
20	Feeder Agric Ind	Industrial	E-K
21	Pentland Ind	Industrial	L-R
22	Burns Anderson	Industrial	A-D
23	Roads Motor	Motors, Aircraft	
24	Moore O'Farrell	Paper, Print, Adv	
25	Bilham (J)	Industrial	A-D
26	Valco	Industrial	S-2
27	Headlam Sims	Industrial	S-2
28	DRG	Paper, Print, Adv	
29	Cowan De Groot	Industrial	A-D
30	Gannar Booth	Shoe, Leather	
31	Raniers (Jewellers)	Draperies	S-2
32	Rivlin	Property	
33	Wilkes (James)	Industrial	S-2
34	Senior Eng	Industrial	S-2
35	Bromsgrove Inds	Industrial	A-D
36	Barham	Industrial	A-D
37	Granger	Property	
38	Reddycroft	Building, Roads	
39	Stonhouse (as)	Draperies	S-2
40	Stile	Building, Roads	
41	Lowell (J)	Building, Roads	
42	Tarnoff	Building, Roads	
43	Shaloh	Industrial	S-2
44	Macklow (A&J)	Property	

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £8,000 in today's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

BRITISH FUNDS			
1986	High	Low	Stock

SHORTS (Under Five Years)			
1986	High	Low	Stock

FIVE TO FIFTEEN YEARS			
1986	High	Low	Stock

OVER FIFTEEN YEARS			
1986	High	Low	Stock

UNDATED			
1986	High	Low	Stock

INDEX-LINKED			
1986	High	Low	Stock

BANKS DISCOUNT HP			
1986	High	Low	Stock

ELECTRICALS			
1986	High	Low	Stock

BREWERIES			
1986	High	Low	Stock

BUILDINGS AND ROADS			
1986	High	Low	Stock

FINANCE AND LAND			
1986	High	Low	Stock

FOODS			
1986	High	Low	Stock

CHEMICALS, PLASTICS			
1986	High	Low	Stock

CINEMAS AND TV			
1986	High	Low	Stock

DRAPERY AND STORES			
1986	High	Low	Stock

HOTELS AND CATERERS			
1986	High	Low	Stock

INDUSTRIALS A-D			
1986	High	Low	Stock

E-K			
1986	High	Low	Stock

L-R			
1986	High	Low	Stock

S-Z			
1986	High	Low	Stock

OIL & GAS			
1986	High	Low	Stock

NEWSPAPERS AND PUBLISHERS			
1986	High	Low	Stock

MOTORS AND AIRCRAFT			
1986	High	Low	Stock

SHIPPING			
1986	High	Low	Stock

SHOES AND LEATHER			
1986	High	Low	Stock

TEXTILES			
1986	High	Low	Stock

TOBACCOS			
1986	High	Low	Stock

INSURANCE			
1986	High	Low	Stock

LEISURE			
1986	High	Low	Stock

MINING			
1986	High	Low	Stock

PROPERTY			
1986	High	Low	Stock

OVERSEAS TRADERS			
1986	High	Low	Stock

PAPER, PRINTING, ADVERT'G			
1986	High	Low	Stock

STOCKS			
1986	High	Low	Stock

STOCKS			
1986	High	Low	Stock

STOCKS			
1986	High	Low	Stock

Portfolio - Gold -

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The Eu...

Far East...

Arti...

Edited by Matthew May

COMPUTER HORIZONS/1

The Euro link makes its mark



Apple's Macintosh II, a 32-bit business computer

It is clear from last week's huge computer show in Hanover that though PC companies continue to bow to the IBM standard, in other areas European attempts to set standards are progressing, with even IBM itself moving towards acquiescence.

In a demonstration by 14 large companies there was finally proof that plans to link direct electronic mail between different brands of computer are becoming a reality. Using the electronic messaging standard X400, electronic mail and documents could be sent to any of the participating company's equipment.

To those outside the computer business such a demonstration appears plain common sense. In fact it was quite a feat, surmounting both complex technical difficulties and an attitude of mind by many manufacturers reluctant to accept the compromises involved in making their products work with others.

The ability for companies in industry to deal with each other electronically has been seriously hampered by their having incompatible systems. Even potential building society mergers have cited computer incompatibility as a prime factor for their failure.

But perhaps the clearest sign that IT firms are on the right route came from IBM. Though it did not join in the demonstration it made an announcement in Paris last week that its first X400 product had been developed. IBM has often been accused of only paying lip service to attempts for common standards as its huge share of the market often forces other companies to make their equipment work to IBM standards.

In the PC market IBM has clearly won and now both Apple and Commodore have joined in with their mainstream products. Like other

IT companies, both have been reluctant to give up the advantages they see in their own technology. The compromise has been to mix IBM compatibility while retaining their distinguishing features. Both were well received at last week's show.

Apple's new Macintosh machines announced this month will be able to run IBM PC software using plug-in cards while Commodore used the show to announce two new Amigas. The £1,260 Amiga 2000 can have an optional processor added which enables the machine to run both traditional Amiga

THE WEEK

From Matthew May in Hanover

programs and IBM PC software to try to convince businesses it is not just a machine for specialist tasks.

The other new computer is the Amiga 500, a cut-down version of the original £1,000 Amiga but at a more realistic price of £570 — providing a very upmarket home computer for the serious enthusiast. Even Atari joined the club with the European launch in Hanover of an IBM PC clone.

Despite this, the attitude of all three companies still seems to be that IBM compatibility is there only for those customers misguided enough not to see the advantages of other technologies. They may have a point in terms of technological tricks but many customers quite reasonably expect different machines to run the same software and connect to each other easily.

Far East promise of tough competition

By Geoff Wheelwright
The long-held American dominance of the high-technology business looks to be slipping slightly as European and Far East companies try to launch an assault on the office automation and desk-top computer industries — often in concert with one another.

This trend was forcefully demonstrated at the world's largest industry trade show — the annual CeBit in Hanover — last week as companies from Britain, Germany, Taiwan, Japan and elsewhere showed that the off-perceived US monopoly of the industry, though not yet waning greatly, is under attack.

Perhaps the most graphic illustration of this came from a collection of Taiwanese companies exhibiting at the fair under the auspices of the Taipei-based Far East Trade Service. The group says that Taiwan's information-management industry has grown from only \$114 million in 1981 to \$2.1 billion by the end of last year.

One US manufacturer said his company could now produce only products that would have a maxi-

mum shelf life of one year before the Taiwanese effectively "reverse-engineered" the products, mimicked it and produced it for import into the US at a fraction of the original price.

Far Eastern companies often make design and specification improvements on the original products to such an extent that they cannot be considered

copies. To get an idea of just how pervasive the Taiwanese influence is in the general PC market, one has only to look at documents like the Far East trade service catalogue from CeBit. At least four products in the catalogue are recognisable as machines which are being imported into the UK and "badged" by UK distributors and manufacturers as their own products.

This is not to say that British companies were without a competitive presence of their own at CeBit. Companies such as Oxford's Research Machines could well give

many leading American PC manufacturers a headache when they see RM's impressive new line of computers that employ the state-of-the-art 80286 and 80386 micro processors.

Competition in a worldwide market, however, often means the development of cooperation among some national competitors. This was very much the case in the premier outing of a new German firm —

Comparex — which was formed by a pooling of resources by BASF's computer arm and part of Siemens.

Within three months of its January formation, Comparex was at Hanover showing off new products and seeking to overcome the enmity which plagues any new venture.

The Japanese were not to be left out of the action. While cooperating successfully with top European and technology firms — Hitachi, in fact, supplies the computers Comparex sell — Japanese firms were striking

out on their own at Hanover.

Companies such as Toshiba, which has recently made a big splash in both Europe and the US with its portable PC products, indicate that Japan will no longer be left out of the mainstream computer market. Like national telephone companies the world over, British Telecom included, Japan's leading telephone company — Nippon Telephone and Telegraph, or NTT, as it is more commonly known — was also making waves.

The big star of the NTT display was the Howdyphone, a telephone system that includes a drawing pad to transmit diagrams or notes to printer at the receiving end.

An earlier version required the caller to stop talking when transmitting data, but the latest version, for use only with advanced telephone exchanges, allows you to do both.

With products like these, companies such as NTT and Toshiba are finally breaking through the typecasting of Japanese companies as those which can copy western computer products but cannot do much on their own.

Too much IT training say the engineers

By Anne Warden

The Government is considering a report from the engineering industry's ruling body which says that information technology is getting too big a slice of government-funded training.

Sir Francis Tombs, chairman of the Engineering Council, told Kenneth Baker, the Secretary of State for Education and Science in an hour-long meeting last Wednesday that industry's worry is growing.

Manufacturing companies fear that the Government's £43 million engineering and technology training scheme introduced in 1983 will fail to arrest Britain's decline in competition with Japanese companies. The council wants extra public money to be spent on more broadly based engineering courses, with a bias towards manufacturing systems. That would more closely reflect industry's needs, it says.

It points to a shortfall of 60 per cent in the numbers of students which it is estimated industry needs if it is to stay competitive. The scheme, which provides 1,700 first degree and postgraduate places in engineering, needs to double that number if it is to be effective, the council adds.

The plea comes after a meeting last year with the Prime Minister, at which the council expressed its concern. The council and six leading companies, including Rolls-Royce, British Aerospace, and Tube Investments, have since produced a report which the council says reinforces its conclusions of a year ago.

Other companies in the council's Manufacturing Systems Engineering Steering Group are Lucas, Philips Electronics, and Jaguar cars.

Dr Kenneth Miller, the council's director-general, said before the meeting that the present thinking did not envisage companies' putting money into a future scheme. The council did not want any decrease in support for information technology; rather additional public money for other areas.

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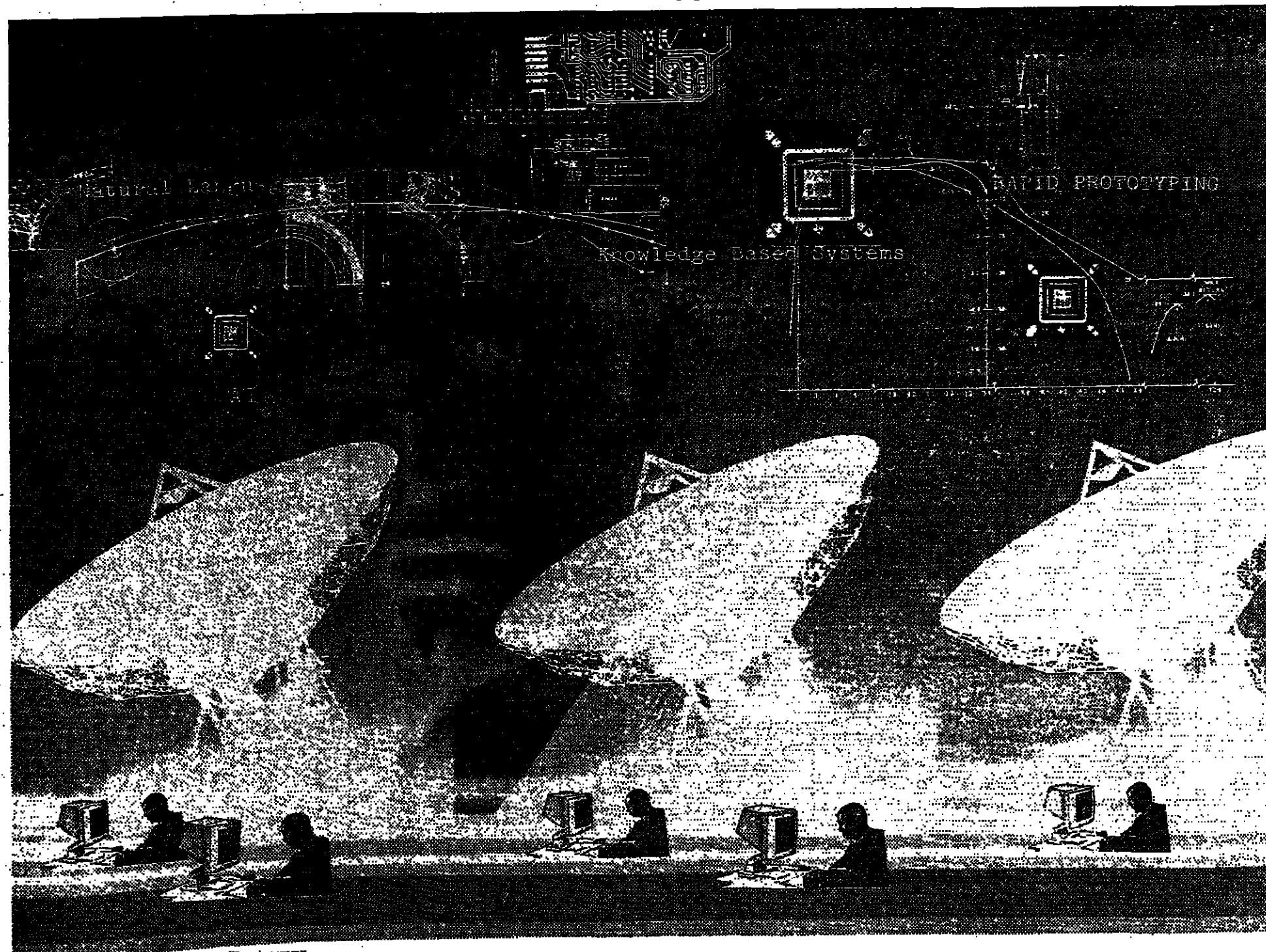
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The potential of these computers is not fully exploited and a vacancy exists in the Informatics Division of the Rutherford Appleton Laboratory to carry out further software development work. This includes enhancement to graphics, application packages and shared facilities using servers on LANs. Some knowledge of UNIX would be an advantage.

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For an application form please write to or telephone quoting reference VNS53 Recruitment Office, Personnel Group, Rutherford Appleton Laboratory, Science and Engineering Research Council, Chilton, Didcot, Oxon OX11 0QX. Tel: (0235) 445435.

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Rutherford Appleton Laboratory

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Some assistance with expenses incurred in house sale/purchase may be available in appropriate circumstances.

For an application form please write to or telephone quoting reference VNS56 Recruitment Office, Personnel Group, Rutherford Appleton Laboratory, Science and Engineering Research Council, Chilton, Didcot, Oxon OX11 0QX. Tel: (0235) 445435.

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Rutherford Appleton Laboratory

Unglamorous but necessary

JOBSCENE

By Eddie Coulter

They call peripherals the unglaorous part of the computer industry, yet without it computers would be lost. Some specialised data-processing configurations would not be possible and there would be little room for computer users to add their own personal system's touches.

It is an often forgotten, yet highly essential, industry sector that fosters hundreds of companies, large and small, and employs thousands of people, many of whom are specialists in their own fields.

As with the rest of the computer business, it, too, has its requirements for research and development people, sales and customer support, systems consultants and specialised computer management generally.

In fact this sector of the business grows just as fast as the rest of the computer industry and gives plenty of opportunities for employment and career progression. It also has the ubiquitous skills shortages.

John Cavill, chairman of the Computer Peripherals Equipment Trade Association (Competa) and managing director of Data Translations, says: "The computer periphery business needs new blood. Peripherals may seem less glamorous, but they are becoming increasingly intelligent."



John Cavill of Competa

"In the sales area there is a particular need for knowledge of electronics and computer engineering as well as an understanding of software."

There is also a shortage of suitable sales people in the peripherals sector that is generating a jobs merry-go-round with experienced sales people being lured to the companies who are not prepared to train their own sales staff.

"It is a chicken and egg situation," says Mr Cavill. "We need more sales people - engineers with natural sales talent - but those people must be trained."

Some of the recruitment advertising also offers higher on-target earnings than is actually achievable. Realistic earnings are between £20,000 a year for young sales people in their early to mid-twenties and £35,000 for experienced people. Some regard the peripheral sector as the entry level to computer mainframe sales.



Tom Dalzell of Sintrom

Tom Dalzell, chairman of Sintrom, defines the skills shortages in the peripherals and associated sectors as being mostly in sales people with engineering qualifications and amongst maintenance and service specialists.

Sintrom's third-party maintenance subsidiary, Sysmatic, has seen a 54 per cent growth in maintenance-support activity in the last year, and has implemented an in-house training programme.

Sysmatic's managing director, Adnan Al-Falah, says: "There is a severe shortage of trained engineers in the maintenance sector, making recruitment a very expensive and time-consuming undertaking at present. Maintenance companies are now having to take in-house training very seriously."

Any skills shortage has the tendency to force salaries upwards and the field-support maintenance is no exception. Experienced maintenance en-

gineers, perhaps with some technical supervisory and managerial skills, are now commanding between £25,000 and £30,000 per year.

For some of the many overseas peripherals companies trying to build a European base from the UK, the problem of recruiting suitable staff, in an unglaorous sector which suffers from a skills shortage, can be acute.

Citizen Europe, which has been making inroads into the printer market, has had particular difficulty in finding specialist software engineers. According to Jack Bennett, vice-president of Citizen Europe, many computer people do not consider the peripherals area as being of interest to work in.

He comments: "We require software engineers who are experts on microcomputers and can make printers work with all machines, in foreign languages as well as English and can handle customer specialisation."

"Once they start doing the work they find it extremely interesting. Yet it took us seven months to get our first software engineer, even though we were offering a

Whether or not, the peripherals business is unglaorous, one thing is for sure. The jobs are there, they pay well and, in an area from which many seem to shy away, career progression opportunities may be better than in other computing sectors - especially for the more adventurous."

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COMPUTER HORIZONS/3

Pictures through a telephone exchange

Britain is leading the world in telecommunications technology after a demonstration to prove that a series of moving pictures can be transmitted through a telephone exchange and on to a TV screen. The pioneers, British Telecom and Plessey, used a computer language-based digital network to achieve this "world first". The link-up between a digital network and a digital cellular radio link — like that used in car and portable telephones — is the latest stage in a joint project which is part of the UK's research into a trans-European network, due to be launched in 1991.

Donald Cameron, a Plessey cellular specialist, said there was great scope for the application of the new system, particularly the TV link. He added: "This would be very useful for the sudden need to carry out security surveillance at, for example, an airport, or to monitor the functions of a patient on his way to hospital so that doctors will be able to get straight to work."

Semiconductor manufacturers in the US agreed last week to form a consortium in an effort to revive American manufacturing technology in the production of computer chips. They appealed to the Reagan administration for financial support.

The consortium is a dramatic move by the semiconductor makers, usually an intensely competitive group, to pool their resources in the bruising war with Japan's electronics giants. The announcement ended weeks of frantic negotiations over the form and the goals of the prototype plant, called Sematech, for Semiconductor Manufacturing Technology Institute.

A computer which can produce its own reports to indicate when part of it is about to become overloaded has been developed by NCR. It promises to balance data traffic between its various processors, analyse overall performance and warn when processing resources are in danger of becoming overloaded.

The new machine has what NCR describes as a "loosely-coupled incremental architecture", which uses different processors to handle separate tasks, such as file-handling, application programs or local-area networking. The 32/800 is the latest and most powerful addition to NCR's Tower family of Unix-based computers and can handle up to 120 users.

The use of an incremental architecture enables it to carry out its different processing functions simultaneously. This parallel processing as it is called, coupled with the use of fast chips and memory systems, makes the new Tower model one of the fastest computers in its class, according to Hugh Lynch, an NCR vice president. Price for a 100 user system is £200,000.

Matsushita Electric Industrial has agreed to pay 300 million yen (about £12 million) to IBM for infringing on the copyright of an IBM computer chip. Matsushita, Japan's largest electronic appliance maker, has recalled about 1,000 FX800 personal computers that contain the basic input-output system chip, called BIOS, of an IBM personal computer.

The company has also ceased exports of the product, and plans to upgrade its own version of the BIOS chips. IBM's Japan spokesman, Mac Jeffery, refused to disclose details of the agreement, saying it was "a private matter between the two companies."

Putting a perfect eye on security

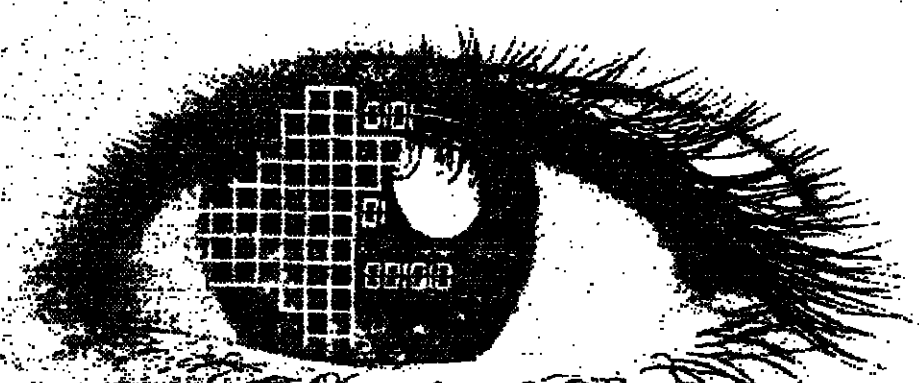
By Valerie Lewis

A new "eye-identification" system has been produced by scientists with one application — keeping the secrets of the United States Star Wars programme.

The system acts as a type of eye fingerprint, based on the knowledge that every individual has a unique eye pattern.

A microprocessor scans the blood vessel eye pattern of each person and compares it with the "signature" already in a database.

To use the system, a visitor



Eye prints: the computer scans the eye's blood vessels and records unique personal patterns

looks into a box. To make sure he is looking in the correct direction, he has to line up five circles — a little like aiming a gun — and then press a button.

The chances of mistaken identification are said to be one in 10 million. Chuck Fargo, from Eye Identification, the company marketing the system, said: "Fingerprints can be copied by someone

using specially-designed plastic gloves."

The pattern of the eye, he says, is impossible to know or predict, and impossible to learn, much less copy or alter. And barring serious eye disease, it is a pattern that is absolutely unchangeable.

One version of the system involves visitors going into a booth like a phone box. The door closes and the eye is

checked. If accepted, a second door opens. The second door will not open until the first is closed.

In addition, as well as a person's eye picture being in the database, his weight is also recorded. If the weight is wrong — say because one person is giving another a piggyback to gain illegal entry — the second door will not be opened.

Consultancy spending could double

GOVERNMENT

By Eddie Coulter

But with skills shortages particularly acute in the public sector, one of the major areas of increase in government expenditure will be in its use of consultancy expected to more than double to £110 million in 1987/88.

"There is still another area of pure training and awareness for central government officials and senior executives, from permanent secretaries downwards and that is buying in, if we have to, more training from the private sector."

"There are areas of training in industry where we do, however, have difficulty. We have seen a growing problem in the supply of manufac-

turing systems engineers — those who apply computing and factory automation skills on the shop floor.

"We must, however, put in place a number of long-term management disciplines," said John Butcher. "These are continual training, selling on non-price factors, and investing in manufacturing systems in a big way. Management must do its own share of in-house training," he added.

Current use of consultants by government is estimated at £50 million and this expenditure is expected to increase by 50 per cent during the present year and by about 30-40 per cent in each of the next few years.

Expenditure on computer hardware and software for central government administrative computing is now

£264 million and this is predicted to grow at a rate of 20 per cent annually.

Current estimates put the cost of government administrative telecommunications at about £200 million.

There will also be a further £100 million spent on the new government information data network which will link the DHSS, Inland Revenue, Customs and Excise and Home Office.

Additional expenditure on data communications will increase each year by about 30 per cent. Computer running costs are currently estimated at £270 million and is expected to remain fairly static.

Overall government expenditure on information technology excluding the Ministry of Defence is expected to double in the next two years.

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BSI Information Technology — Technical Staff

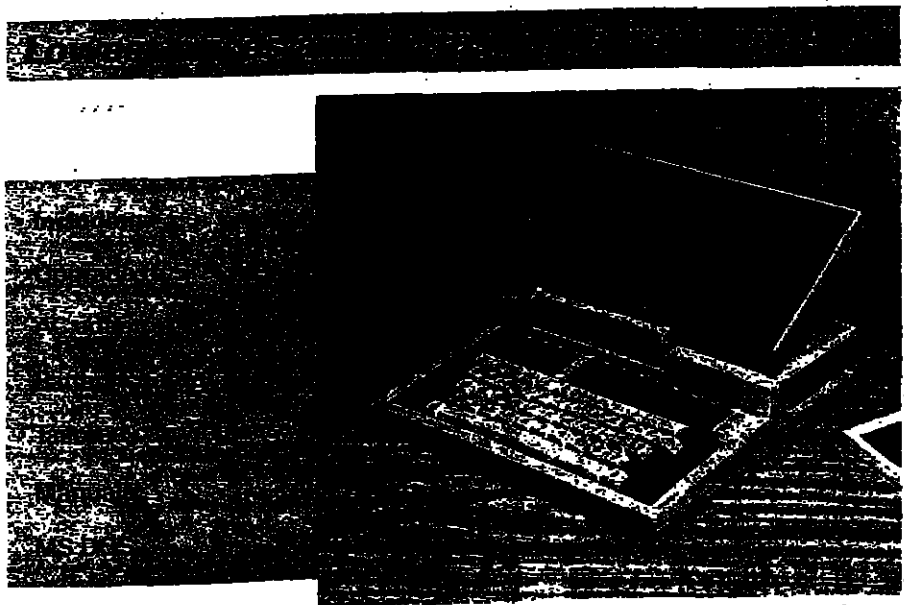
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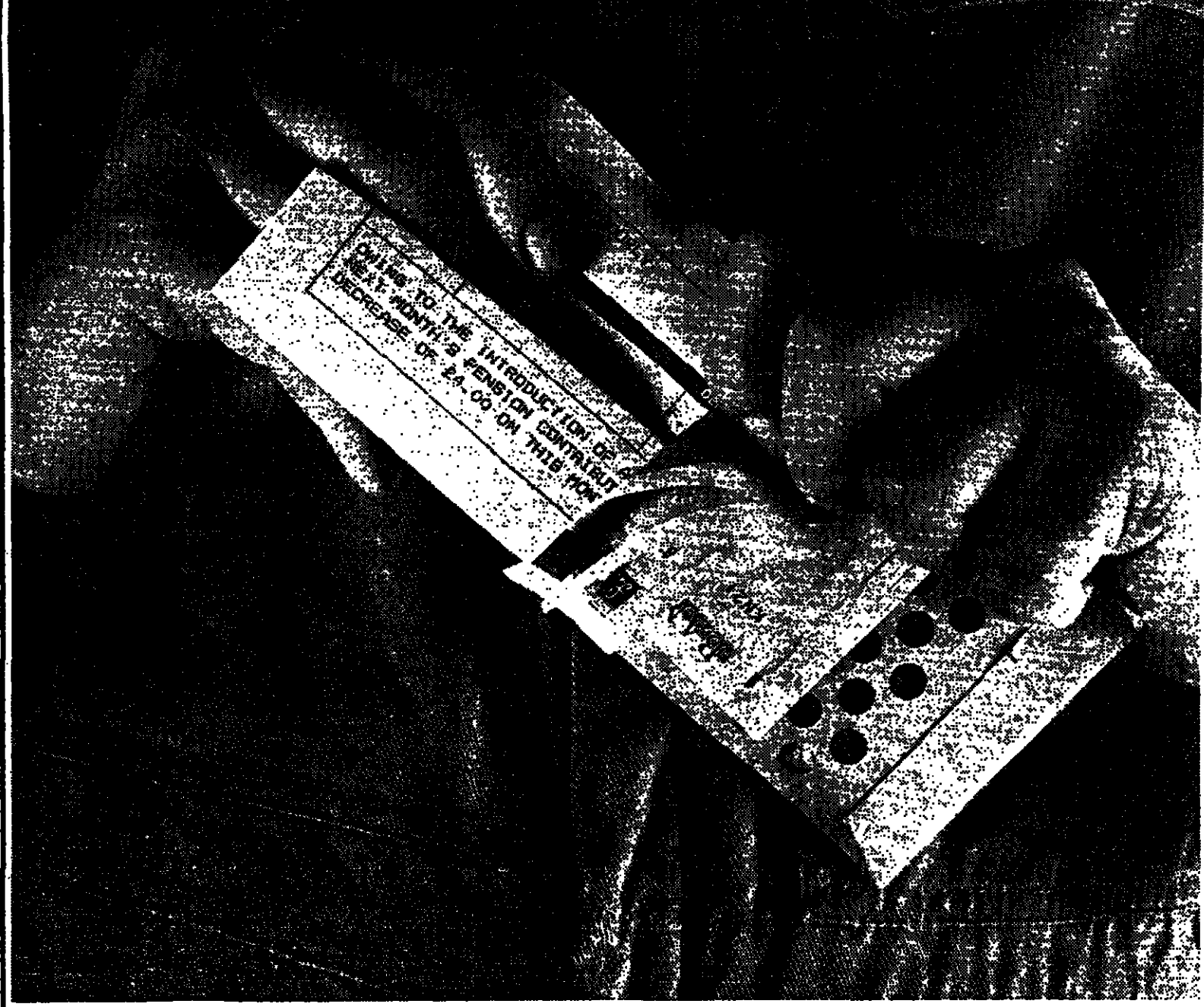
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from **£599**

AT-compatible Micro 286
• ultra-fast 10MHz
• mono/colour/hi-res colour graphics
• many hardware & software options
from **£999**

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Britain's lowest prices?
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Wright Air Conditioning
— for your computer room —
COMPUTER ROOM CONSTRUCTION, AIR CONDITIONING, MAINTENANCE & CONSULTANCY 021-773 8421

IBM XT-S/HD complete, £1395!

640K monochrome system with 20Mb IBM hard disk, IBM monitor, IBM enhanced keyboard and IBM display/printer adaptor. Colour upgrade with IBM monitor and adaptor £250. EGA upgrade £495. Why not try us at Morse for your software and peripherals? E.g. Lotus 1-2-3 v2.01 £239. IBM Proprietary from £295, 2Mb Intel Above Board £795.

MORSE COMPUTERS 78 High Holborn, London WC1V 6LS. Telephone 01-831 0644. Telex 262546.

PUBLIC APPOINTMENTS

DIRECTOR of Personnel and Manpower

This District employs 4000 staff, with a total budget of £29m. We are looking for a professionally qualified person, able to demonstrate a high level of achievement, to provide input at Board level, and be responsible for the development of a manpower strategy, for professional advice to senior managers and to the Health Authority. The post also includes responsibility for management services.

The Authority is in the process of achieving through a more positive management style, developments in community based patient care services. A major feature is the efficient and flexible deployment of our employees, and the Director will be expected to provide advice to general managers in order to ensure a smooth process of change. The emphasis will be on the management of change and development of staff within a framework of sensitive personnel policies.

Skills of the highest order in dealing with people will be required and the Director will be expected to provide professional leadership to Unit Personnel Managers.

Applicants are encouraged to contact Richard Meera, District General Manager, for further information and informal visits (Tel Ottershaw 2000 Ext 2295).

Information pack and Application form from Ann Mather, Deputy District Personnel Officer, District Headquarters, St Peter's and Botley Park Hospitals, Guildford Road, Chertsey, Surrey. (Tel Ottershaw 2000 Ext 2297).

Salary will be commensurate with previous experience within the range of £13,689 to £19,109 plus £149 London weighting.

Closing date: 31st March 1987.

NW Surrey
Health Authority

J231/55

Head of Corporate Support/Forward Planning Section

COUNTY TREASURER'S DEPARTMENT
Salary up to £18,975 plus generous
relocation package

Applications are sought from qualified accountants for this new post which will head up a professional team with the following main areas of responsibility:

- Corporate Support, including responding to major issues on behalf of Chief Executive, Treasurer, or senior members and supporting the Council's Review Group.
- Contributing to budget strategy, including assessment of block grant settlements and other national developments.
- Development of performance/output measures.
- Financial advice and services for the Council's business activities organised on a commercial footing.
- Pension Fund Investment, Capital Appraisals, Publications.

The post offers an exceptional career opportunity for an ambitious, enthusiastic accountant to be closely involved in policy formation in an authority at the forefront of national and financial management developments. Applicants should be able to demonstrate good communication skills. Further details about both the organisation and the post can be obtained by telephoning the County Treasurer's Department on Chichester (0243) 777100, ext. 2275.

Applications, giving details of qualifications, age, present salary, previous posts and experience, and the names of two referees, to: B. Fieldhouse, Esq., L.P.F.A., County Treasurer, County Hall, Chichester, West Sussex PO19 1RG. Closing date: 20th March 1987.

west sussex

Could you be just what the doctor ordered?

Managers are needed by one
of Europe's biggest
employers, the National
Health Service. Managing in
such a huge enterprise is
challenging work, but, says
Neil Harris, the job
satisfaction and promotion
prospects can be good

Should funds be channelled into more transplant surgery or hospital maintenance? What procedures will a hospital adopt in an emergency such as a plane crash? Are there better, more cost-effective ways of preparing food and delivering it to the wards?

These are some of the problems faced by managers in the National Health Service.

The NHS is one of the largest employers in Europe, with an annual budget of nearly £20 billion. It employs people who between them offer an enormous range of skills, including engineers and scientists, porters and catering staff, ambulance drivers, builders and clerical workers as well as nurses, doctors and other medical staff such as dietitians and physiotherapists.

Each region is managed by organizing it into a number of geographic districts in a structure which has replaced the old three-tier management system that existed before.

A typical district employs about 9,000 staff, operates more than 20 hospitals and perhaps a dozen health centres.

These facilities are managed by a district general manager - managers with special district-wide functions such as personnel, finance and estates - a team of unit managers responsible for organizing, planning and controlling specific activities, and junior managers who hold responsibilities within each unit.

A unit is sometimes a big hospital, a group of smaller hospitals or a service. To provide the management structure and trained managers with the experience to reach senior positions, the service recruits about 65 graduate trainees a year through its graduate management training scheme.

Many other graduates also join by applying for and being appointed to specific positions within the service as general administrative assistants or higher clerical officers, which are advertised in *The Health Service Journal*, local and national newspapers.

Graduates of any discipline are recruited on to the scheme to fill training vacancies in each of the regions. Some

usually the Diploma of the Institute of Health Services Management but could be that of another relevant professional body if the person is destined for a career in finance or personnel.

These studies add a theoretical dimension to the practical on the job experiences and culminate in a four-week residential management course.

Then follows a four-month attachment which is carefully chosen to fill any gaps which may have been missed in the training and to strengthen identified weaknesses before appointment to the first substantive post. This first appointment could be as a deputy unit administrator or an assistant in the district office.

From then on, promotion is by merit and someone who entered the NHS outside the scheme and progressed well could have just as good a chance of reaching senior management positions.

Cost reduction is inevitably one area which concerns managers these days. It might be inventing systems which run well with fewer staff, reducing wastage or the cost of essential services such as laundry or the provision of drugs.

Discussion and negotiation with various groups of staff are another important feature of the job.

Potential recruits, under 40 years old, are expected to visit a hospital to discuss the work with managers before the preliminary interview. Practical intelligence, creativity and initiative are high among the qualities which are sought, others being leadership and an ability to communicate clearly, concisely and positively.

Enthusiasm to make a career in management and the motivation to contribute to the operation of the NHS are vital ingredients.

Successful candidates from the first interviews who have applied for the general management training scheme then progress to a formal interview and are put through two days of selection tests and interviews.

These test among other attributes their skills in committee, in summing up the discussions of others and in providing a written solution to a specific problem.

It is a rigorous system which aims to detect those with the aptitude to be groomed for senior management in this most complex of organizations, where there are often no right answers and sensitive issues must be handled diplomatically and sympathetically.

A guide to
career opportunities

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Enthusiasm to make a career in management and the motivation to contribute to the operation of the NHS are vital ingredients.

Council for the Protection of Rural England DIRECTOR OF TOP ENVIRONMENTAL GROUP

The Council for the Protection of Rural England (CPRE) invites applications for the post of DIRECTOR.

CPRE is one of the country's most effective independent campaigning groups in the conservation field. Its influence has been growing rapidly at a time of major public interest in the countryside and it now faces an exciting future. A charity, started in 1926, CPRE has 15 national staff, 43 county branches and more than 30,000 members. Through research and public and Parliamentary campaigning, it exerts an important influence on land use and a range of other environmental policies, nationally and locally. The new Director will be expected to extend and reinforce its effectiveness, whilst strengthening its financial, marketing and membership base.

The Director will need a proven commitment to CPRE's aims and approach. He or she is likely to be a graduate, probably 35-50, who has already achieved significant public effectiveness, perhaps from a promotional or marketing background. Familiarity with CPRE's specific policy concerns will be helpful, but less important than proven sound judgement, energy, creativity, flexibility, communication abilities and leadership.

Salary: negotiable, upwards of £20,000.

For details and application form write or phone to CPRE, 4 Hobart Place, London, SW1W 0HY, tel. 01 235 9481.

Closing date for applications: 23 March 1987.

THE COURT OF JUSTICE OF THE EUROPEAN COMMUNITIES LUXEMBOURG wishes to recruit a head of division

to direct the administrative unit
responsible for maintenance and supplies (buildings, technical
equipment and supplies)

Remuneration and social conditions are commensurate with the
responsibilities and are comparable to those in other
international organizations.

Requirements (inter alia):

- 1) applicants must be under 50 years of age on 15 April 1987;
- 2) they must have a full university education, evidenced by a degree, or equivalent practical experience in a field related to the duties involved; 3) they must have at least ten years' working experience, at least five years of which must have been spent in performing duties related to those attaching to the post.

More detailed information and the compulsory application form may be obtained on written request to:

Official Journal of the European Communities n° C 58 of 6.3.1987, open competition n° C 161/86;

Press and Information Office, 8 Storey's Gate, London SW1P 3PT.

The final date for applications is 15 April 1987.

NATIONAL COUNCIL FOR VOCATIONAL QUALIFICATIONS ADMINISTRATIVE OFFICER

c. £8789 - £10,917 p.a. incl London Weighting

The National Council for Vocational Qualifications wishes to appoint a small number of Administrative Officers at its Headquarters in North London.

Successful candidates will work closely with Development Officers in the National Council's Accreditation and Quality Assurance Directorates.

The persons appointed will have a clear confident use of English both verbal and written and be able to assimilate and work with technical terminology.

They will be able to establish sound working relationships with senior representatives drawn from a wide range of industrial, commercial, training and government organisations as well as their professional colleagues on the staff of NCVQ.

Applicants, aged 22-28 years, should be graduates, with an interest in vocational education and training.

Please send your C.V. together with a short covering letter saying how you meet the requirements to: Anna Orr, 222 Easton Road, London NW1 2BZ.

ISLINGTON HEALTH AUTHORITY CUT OUT FOR GENERAL MANAGEMENT IN THE HEALTH SERVICE?

Islington Health Authority could provide you with the perfect opportunity to enter the service at senior level in this newly created general management post.

ASSISTANT GENERAL MANAGER (PATIENT SERVICES)

with a benefits package, including a salary of £16,177 - £20,242 inclusive.

The Acute Unit (Islington and Royal Northern Hospitals) has a budget of £32 million and 2,800 staff. You will need to bring to the organization imaginative leadership and skills in the management of change, a proven track record of management achievement and a capacity for taking personal responsibility for securing action in a multi-disciplinary environment.

Your remit will be to ensure improvements to patient services in a number of key areas such as: Patient Services, Accident and Emergency, Outpatients and Operating Theatres. (You will also manage the medical records department which is shared by the Acute Unit and the Community Health Centre).

Information pack and application forms available from District Personnel Officer, Islington Health Authority, 222 Easton Road, London NW1 2BZ. Tel: 01 272 3070 ext. 4110.

Closing date: 20th March 1987.

AN EMPLOYER COMMITTED TO EQUAL OPPORTUNITIES

SOUTH NORFOLK DISTRICT COUNCIL CENTRAL SERVICES

Articled Clerk Scale 3/4 (£6,806 - £8,172 p.a.)

This post offers an excellent opportunity to gain all round experience in the legal work of a District Council.

The successful candidate will be a law graduate, who has completed, or who is about to complete, the final examinations. A transfer of articles will be considered.

South Norfolk is a progressive authority, located in a purpose-built open-plan office which is close to the City of Norwich, the East Coast and the Norfolk Broads.

Generous relocation expenses and temporary housing in appropriate cases.

Further details and application forms (returnable by Monday, 13th April, 1987) can be obtained from:

Personnel & Management Services Officer, South Norfolk District Council, South Norfolk House, Swan Lane, Stratton, Norwich, NR15 2XE. (Tel: Long Stratton (0508) 31122).

EAST DYFED HEALTH AUTHORITY PERSONNEL OFFICER (Salary circa £12,500 p.a.)

We are seeking a Personnel Officer to be responsible for the Organizational Development Manager for developing and maintaining a comprehensive personnel service for the Authority's employees.

The post has specific responsibility for Industrial Relations, Manpower Planning and developing a computerized manpower information system. Previous experience in the introduction of personnel computer systems will be an advantage.

Candidates should preferably be I.P.M. qualified and demonstrate a record of achievement in the conduct of Industrial Relations in a multi-disciplinary environment.

Application forms and job descriptions available from the Personnel Department, East Dyfed Health Authority, St David's House, Johnstown, Carmarthen, Dyfed (Tel: 0282 224501, Ext 4033).

Closing date for receipt of applications: March 20, 1987.

SENIOR ASSISTANT BOROUGH ENGINEER (CONTROL)

Up to c.£17,500 + Car

This new second tier management position involves leading one of the 4 Divisions of a restructured Engineering Department, with responsibilities including:

- Financial/budgetary control and accounts
- Development of departmental control systems
- Enforcement and highways control
- Departmental administration - including staffing
- New projects and engineering feasibility studies
- Depot services

Your professional background is not as important as the necessary management skills and personal attributes required, but a technical professional qualification would be an advantage. Above all, you must be able to demonstrate enthusiastic initiative, efficiency and creative management ability.

If you would like to discuss the post further, please telephone Robert Fisher, Borough Engineer, on Epsom 2522, extension 2103.

Application forms and further details, including details of an attractive relocation scheme, from Epsom and Ewell Borough Council (Personnel), Town Hall, The Parade, Epsom, Surrey KT18 5BY. Telephone Epsom 44911 (24 hour answering service) quoting reference number E202.

Closing date: 28th March 1987.

EPSOM & EWELL

BOROUGH OF HAVANT ADMINISTRATIVE AND LEGAL DEPARTMENT SENIOR SOLICITOR SALARY UP TO £15,243

Havant is on the south coast.

We need someone to deal primarily with civil litigation and housing work (including homelessness). Applicant (not necessarily from local government) must be strong in at least one of these two fields. Applications from barristers will be considered. Interviews, housing support/mortgage subsidy scheme and other benefits.

Application form and further particulars from the Borough Solicitor and Solicitor, Civic Centre, Havant, (Tel Havant (0705) 474174 Ext. 187 or 153).

Disabled persons may apply as appropriate.

Closing date: 27th March 1987.

Gateshead Metropolitan Borough Council Department of Legal Services Assistant Director (Common Law)

Grade PO14 (£16,776-£17,916)

An experienced Solicitor, who must have experience in common law work, is required for this important third tier post. The successful applicant will be responsible for directing and supervising work of a section dealing with licensing and common law work, including litigation in High Court, County Court and Magistrates' Court, employment tribunals and appeals, building contract disputes, parliamentary work and attendance at committees.

The Authority has a positive approach to tackling its many problems, particularly economic and urban regeneration. It has Inner Area Partnership status with Newcastle, has a large enterprise zone, is mounting the National Garden Festival in 1990, and has recently opened its new Civic Centre.

Application forms and further particulars are available from the Director of Personnel and Management Services, Civic Centre, Regent Street, Gateshead, NE8 1HH, telephone 091-477 1011, returnable by 30th March 1987.

We are an EQUAL OPPORTUNITIES EMPLOYER and welcome applications from candidates of any age, marital status, disability, race or sex.

Gateshead Metropolitan Borough Council

Gateshead Metropolitan Borough Council

CYNCOR SIR GWYNEDD COUNTY COUNCIL COUNTY SECRETARY AND SOLICITOR'S DEPARTMENT SOLICITORS

(TWO VACANCIES, ONE TEMPORARY) PO 30-36 £11,952 - £12,804

The successful applicant will be required to undertake general legal work including conveyancing and advocacy. The work should provide good experience for someone interested in following a career in local government. The temporary vacancy has arisen through the present possessor being on maternity leave.

Ability to communicate in Welsh desirable and in English essential. On attendance and annual purchase facilities available for the holder of the permanent post together with financial assistance towards national and residential expenses at appropriate rates.

For an informal discussion about the post please telephone Mr J.J. Gardner on Gwynedd 4121 Ext. 2015. Closing Date 16th March 1987.

Application forms and further particulars available from The County Personnel Officer, County Offices, Caernarfon LL55 1SL. Tel: (0286) 4121 Ext. 2076.

Legal Assistant Up to £10,164 per annum

We seek an industrious and able person with good conveyancing and general legal experience to complete a small but busy legal section.

Responsible to the Council's solicitor and assistant secretary, the legal assistant will be involved in a range of legal work, although the emphasis will be on conveyancing.

Application forms, further details of the job and our relocation scheme, can be obtained from the Personnel Officer, Forest Heath District Council, District Offices, College Heath Road, Mildenhall, Suffolk IP28 7EY. (Tel: 0638-716000 ext. 261).

Closing date for receipt of application is 23rd March 1987.

To discuss the appointment informally you can talk to David Burnip on ext. 232.

FOREST HEATH DISTRICT COUNCIL

Forest Heath District Council

ASSISTANT SOLICITORS (2 Posts)

Salary Within Range

£11,952 - £13,653

Based in the attractive County capital of Devon, these posts are required to assist in the work of busy legal Section and provide an excellent opportunity to gain experience in a wide range of legal work.

The duties will include advocacy and the conduct of cases in the County and Magistrates Courts and at inquiries and also varied and complex work, such as company and harbour law, trusts and compulsory purchase. Liaison and advice to other Council departments and attendance at Committees and other working groups will also be required.

Local Government experience is not essential, and recently admitted applicants will be considered.

Financial assistance towards relocation expenses available in approved cases.

Closing Date: 25th March 1987

Further details and application forms are available from the Personnel Office, Civic Centre, Dr's Exeter, EX1 1JN.

Telephone No. Exeter (0392) 77888

Ext. 2200

THE CITY COUNCIL IS AN EQUAL OPPORTUNITIES EMPLOYER

EXETER

INNER CITY LAW CENTRE

SOLICITOR/BARRISTER

to practice in law of the following fields: housing, education, welfare rights, employment rights. Experience in private crime work also considered. An interest in social justice and commitment to the public interest are essential. This job is full time and permanent. Job sharing considered.

For an informal discussion about the post please telephone Mr J.J. Gardner on Gwynedd 4121 Ext. 2015. Closing Date 16th March 1987.

Application forms and further particulars available from The County Personnel Officer, County Offices, Caernarfon LL55 1SL. Tel: (0286) 4121 Ext. 2076.

WE ARE AN EQUAL OPPORTUNITIES EMPLOYER

LEGAL APPOINTMENTS

JAMES CHAPMAN & CO.

MANCHESTER CITY CENTRE SOLICITORS

The practice specialises in litigation and associated work on behalf of leading insurers and Underwriters and requires experienced Solicitors, particularly those with experience in London, to join the practice. Vacancies also available for inexperienced solicitors wishing to be trained and specialise in this expanding field of work.

Realistic and attractive terms of employment offered with future partnership prospects.

Applicants are requested to reply in writing and in confidence to The Senior Partner. Interviews can be arranged in Manchester and London.

**JAMES CHAPMAN & CO., CANADA HOUSE,
3 CHEPSTOW STREET, MANCHESTER M1 5ER.**



LEGAL ADVISER £30,000 plus benefits

ENGLISH CHINA CLAYS PLC ranks within the UK's 100 largest companies. The ECC Group markets its products worldwide from operations in Europe, America and the Pacific. Its product range is diverse.

The position of "in-house" Legal Adviser is being created and demands an energetic individual capable of developing this role as needs dictate.

Reporting to the Deputy Company Secretary, one of the successful applicant's initial tasks will be to conduct an audit of the Group's legal support. Subsequently he/she will monitor all aspects of the Group's legal activities, in the UK and other jurisdictions, becoming directly involved where necessary. Applications are sought from lawyers with at least 3 years experience of company/commercial law. Aged in their late 20's to early 40's they will welcome a new challenge and the prospect of work in the international arena.

The salary is negotiable and will include an excellent benefits package.

For further details, apply in confidence to Piers Williams on 01-405 6852 or write to Reuter Simkin Limited, 26-28 Bedford Row, London WC1R 4HE quoting Ref: C235.

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LONDON • LEEDS • WINCHESTER • BRISTOL
RECRUITMENT AND MANAGEMENT CONSULTANTS

International Insurance Litigation in Guildford

As a result of growth and diversification, we need to replace the ambitious young solicitor who is assisting our insurance supremo.

The work is commercial, international and intellectually demanding. We offer you a secure, well-paid and commuting-free future with the real prospect of early partnership.

If you are enthusiastic and ambitious but still care about the atmosphere in which you work contact our Consultant, Mrs. Indira Brown, 6 Westminster Palace Gardens, Artillery Row, London SW1P 1RL. Telephone 01-222 5555 or after hours 01-480 6666 between 8.30 p.m. and 9.30 p.m.

CLYDE & CO

LOOKING FOR A PARTNERSHIP

MILTON KEYNES AND DUNSTABLE

Foinette Quinn, a progressive firm with three youngish partners have two challenging posts. One is for recently qualified solicitor to undertake a substantial general and matrimonial work load at our Blatchley office - salary to £12,500. The other is for someone with three years post qualification experience in conveyancing and with a flair for management, to help develop our fourth office which will open shortly in Dunstable. Salary to £17,000. Both posts carry definite prospects for advancement and partnership.

Apply with full CV to
Niall Quinn, 131A Queensway, Blatchley,
Milton Keynes. MK2 2DH.

TUCK & MANN LITIGATION SOLICITOR

Applications are invited to participate in the continuing expansion of our Epsom practice.

We are seeking a recently qualified solicitor with energy, ambition, good qualifications and training to undertake commercial and general litigation with some advocacy.

Please write with full CV to

The Staff Partner
Tuck & Mann
Lloyds Bank Chambers, 64 High Street,
Epsom, Surrey KT19 8AU



PUBLIC APPOINTMENTS

TMS

RE-ADVERTISEMENT DEVELOPMENT MANAGER

Salary circa £16,500 + car

Based in new offices in Twickenham we are looking for a Development Manager to be responsible for an exciting and diverse development programme. We are developing many forms of housing including publicly and privately funded schemes for rent and the new flexible HAG funding to meet our commitment to provide a range of housing for different needs in the community.

We are looking for a capable manager to lead a small team and take a key part in the corporate management of the society. The manager will be responsible for providing development agency services and representing the society externally. Suitable candidates for this challenging position should be able to demonstrate management ability and in depth knowledge of development procedures.

Thames Valley is a progressive housing association involved in many housing ventures, with very active and friendly staff. We are firmly committed to providing equal opportunities in employment and to a fair housing policy. Applications from all sections of the community will be very welcome. Limited facilities for disabled people are provided at the new office.

For an application form and further details please write to: 1 King Street, Twickenham TW1 3SD, or telephone 01-891 0202. Closing date March 24, 1987.

NATIONAL FORUM FOR CORONARY HEART DISEASE PREVENTION

CO-ORDINATOR

The NFCHDP is an alliance of key organisations working in the field of heart disease prevention.

The Co-ordinator will be responsible for developing the Forum's expanding role and activities. This will involve organising conferences and preparing reports on key issues in heart disease prevention; setting up an information base and liaising with groups active in the field; and administering Forum meetings.

Candidates should be graduates in health/behavioural sciences with administrative experience. Experience in the health sector would be an important asset; as would secretarial skills.

The post is for two years. Salary: £11,500-£12,000 p.a. Further details from: Dr A. Maryon Davis, Health Education Council, 78 New Oxford Street, LONDON WC1A 1AH. 01-637 0830. Closing date for applications: Monday, March 16, 1987.

UNITED KINGDOM CENTRAL COUNCIL

DEPUTY MANAGER

Registrations

Management position in computerised records department. Age 30+; requires minimum 5 years experience of administration, staff management and co-ordination of wide range of activities. Familiarity with computerised information systems essential. Managerial/administrative qualification advantageous.

Salary: £11,760 - £14,443.
Situated near Oxford Circus.

Tel: The Personnel Department
on 01-637 7181.

ASSOCIATION OF COST & EXECUTIVE ACCOUNTANTS



President: The Right Honourable, Earl Grey
F.C.E.A., F.F.A.

Vice President: A.B. Baldry
M.P., B.A., F.C.E.A.

Examinations are held in June and December.

Exemption is granted on a subject-for-subject basis.

F.C.E.A. (FELLOW)
A.C.E.A. (ASSOCIATE)

Members are designated themselves as Incorporated Executive Accountant.

For full details of membership and T.C.A. (Technician in Costing & Accounting) Do E.F. Diploma in Executive Finance for non accountants C.M.A. (Certificate in Management Accounting) Dip. E.M.A. (Diploma in Executive and Management Accounting)

Write giving age, qualifications and experience to:

Sue Hill, 4, Dore Dept., 1, St. James's Place, London W1A 1AB, F.C.E.A., F.F.A., C.M.A.

The Secretary-General, The Association of Cost & Executive Accountants,

Tower House, 141-143 Fenchurch Road, London EC3A 3HF.

Telephone 01 272 3825.

TRUSTS/PROBATE

An energetic and personable solicitor, of around three years PQE, who is accustomed to client contact, is required by a long-established practice in the Holborn area. The workload consists of high-quality Trusts, Probate and Personal Tax Planning.

INTELLECTUAL PROPERTY

A medium-sized Central London firm with an excellent reputation in this field, is anxious to expand its Intellectual Property Department with a highly proficient Solicitor of around five years PQE. The successful candidate will have definite prospects, and must display the ability and desire to participate in the growth of the department.

COMMERCIAL LITIGATION

Our client, a very well-known medium-sized Central London firm, acts for household names in the industrial and financial sectors. They have an expanding litigation department and are keen to recruit a solicitor of approximately two years good quality experience to undertake a wide range of heavyweight, contentious matters. This would be an excellent career move for an ambitious and able lawyer.

CONVEYANCING

Small, lively Central London practice with growing workload requires a Residential Conveyancer of around two years PQE. Competitive salary for someone capable of working unsupervised in good quality matters on behalf of the firm's major clients.

CONVEYANCING PARTNER

A first-class Solicitor with several years experience of heavyweight Commercial Conveyancing, particularly the development and funding aspects, is sought to join the Partnership of an established London firm. An excellent financial package is available.

NEARLY QUALIFIED? & COMPETITIVE

Our clients are already considering applications from young lawyers due to complete Articles later this year. There is a demand for good quality candidates pursuing most areas of law, particularly Company/Commercial; Conveyancing; Trusts/Probate; Intellectual Property; and Tax.

Law Personnel

Staff specialists to the legal profession worldwide
95 Aldwych, London WC2B 4JF. Tel: 01-242 1281
(ansaphone after office hours)

HOLMAN, FENWICK & WILLAN INFORMATION OFFICER

Our firm is a large established City practice specialising in marine and non-marine commercial work, both contentious and non-contentious, and with a well-established information department. We are now looking to recruit an information officer to take charge of this department which provides a wide range of library and general information services to the firm. A number of in-house and external systems including Lexis, an on-line library/information catalogue, internal client and informational databases have already been established.

The successful candidate for this post will have had experience in a law firm library or information centre and be capable of providing day-to-day enquiry services and information for the firm as well as supervising existing staff working in information and related fields. A technical knowledge of computer systems is not required but some familiarity with the use of personal computers in the information field would be beneficial. A knowledge of the shipping industry as well as legal and commercial information sources would also be highly advantageous.

A good salary is offered, depending on qualifications and experience. Applicants should reply with full career details, including current remuneration, to:

Mrs. June Legg
Personnel Department, Holman Fenwick & Willan, Marlow House,
Lloyds Avenue, London EC3N 3AL
Tel: 01 488 2300

Commercial Property Lawyers

Rowe & Maw are a well-established and highly successful medium-sized practice who adopt a personalised approach to business.

We are seeking two solicitors to join our Commercial Property Department.

Applicants should either be recently qualified or have up to three years experience and the ambition to broaden their knowledge, working on a wide range of general commercial property matters.

We offer an excellent working environment and a salary and benefits package consistent with a City practice.

Please write or telephone, in the first instance, to Graham Turner at:

Rowe & Maw, 20 Black Friars Lane, London, EC4V 6HD.
Tel: 01-248 4282.

ROWE & MAW

CAMERON FRANKL

A Young Two Partner firm are looking for an energetic assistant, qualified 1/2 years, to assist in all aspects of their practice, including: property, commercial, litigation, media and commercial matters.

The applicant would be expected to take substantial responsibility for the conduct his/her matters, the position will require a high level of commitment.

The salary will be on the City scale.

Please reply in writing with full CV to:-

Maureen Gayler,
Cameron Frankl,
210 High Holborn,
London, WC1V 7BW.
Tel: 01 430 0211.

DAVID MILLS & COMPANY SOLICITORS

SOUTH KENSINGTON

Resourceful, expanding firm offers two key positions to solicitors with partnership potential in the following areas of work:

1. Commercial Property involving all aspects of development work, funding, letting and acquisition.

2. Trust and Probate including related taxation and financial advice with a working knowledge of residential conveyancing.

Applicants qualified for at least two years should have good academic responsibility in a friendly working environment.

Please reply with CV to David Mills.

DAVID MILLS & CO BANK CHAMBERS 48 ONSLOW GARDENS LONDON SW7 2AH

LEGAL APPOINTMENTS

Hughes-Castell Ltd
London and Hong Kong

Legal Recruitment & Executive Search Consultants

RESIDENTIAL CONVEYANCER c.£20,000

A unique opportunity to join a progressive commercial law practice in Central London with a reputable name in the City. This fourteen partner firm wishes to appoint a Conveyancer capable of working without supervision who will be responsible for all their residential conveyancing.

This is a new appointment resulting from the expansion of their commercial client list and the successful candidate will be used to dealing with prestigious clients and working entirely unsupervised.

Other benefits include modern offices with a friendly atmosphere, latest technology and back-up facilities, situated in a pleasant part of London.

Apply in confidence to:

11 Bolt Court Fleet Street London EC4A 3DU 01-583 0232

No. 2 To Chief Legal Officer Your next move to the top! c. £20,000

This important new post is to assist the Chief Legal Officer in policy development and the management of the legal services department. As Senior Assistant, you will handle your own area of activity as well as working closely with the Chief Officer on a variety of issues and deputising for him in his absence.

Developing and monitoring arrangements for managing the department, together with the development of staff, will be the prime task. This appointment provides an excellent opportunity, therefore, to move towards a management role in a large metropolitan borough. A proven relevant track record is essential, plus the creativity that makes an enthusiastic achiever who makes things happen.

Benefits will include casual car user allowance and relocation expenses where appropriate.

Application forms and further details from Chief Legal Officer, Legal Services Dept., 3 St. James's Road, Dudley, West Midlands. Alternatively, telephone Les Barnfield, Chief Legal Officer on Dudley 55493, Ext. 5300, or Alan Giles on Ext. 4750, for an informal discussion. Closing date 30th March.

DUDLEY Equal Opportunity Employer
Metropolitan Borough

DAS LEGAL EXPENSES INSURANCE COMPANY LIMITED LEGAL ADVISERS

Following the planned expansion of the Company we wish to recruit a Solicitor to manage our in-house Telephone Advisory Service in Head Office, Bristol.

Ideally the post will suit a solicitor of several years qualification although we would consider appointing a recently qualified solicitor or an experienced legal executive with the right background. He or she will be expected to give advice on a wide variety of legal matters affecting the individual. This is a newly created post and the ability to organise and communicate well is essential.

We also wish to recruit in a supporting role an Adviser who should be either a solicitor or legal executive with relevant experience. An attractive salary, non-contributory pension scheme, mortgage subsidy in due course, luncheon vouchers and other staff benefits are offered.

Applicants should apply in writing with C.V. to:-

C. Brewer, Manager, Claims Department,
DAS Legal Expenses Insurance Company Limited
Bristol, 5 Welsh Back, Bristol BS1 4SE

FRANCIS & CO.

SOLICITORS

Established in 1841 in Chepstow, we are a 5 partner practice located in Gwent and West Gloucestershire having grown substantially in recent years particularly in the commercial sector. The practice is based amidst the beautiful countryside of the Wye Valley and the Royal Forest of Dean, and over its long history has established and developed a significant agricultural and commercial practice emanating from a wide area including London. We are able to offer the following opportunities to solicitors and legal executives of the above-average intellect, personality and commitment who wish to live in a pleasant rural area ideally suited to family life and yet close to the cultural and business centres of Bristol and Cardiff.

NEWPORT OFFICE

A new main office of the firm is to be opened in prestigious offices situated in the heart of the professional area of Newport. The office will specialise in commercial work and will be headed from the outset by one of the present partners of the practice. We require a solicitor with at least 2 years post-qualification experience to specialise in commercial litigation and a newly qualified solicitor to assist with and gain experience in the commercial field.

CALDICOT OFFICE

Caldicot is an expanding town 5 miles south west of Chepstow where a newly qualified solicitor with all round experience in articles is required to assist the partner in charge of the office and his qualified colleague.

If any of these positions interest you, please write to our senior partner with a full C.V.:-

George Francis
Messrs. Francis & Co.,
17 Welsh Street,
Chepstow,
Gwent
NP6 5YH
Tel: 02912 2237.

LYDNEY OFFICE

A newly qualified solicitor with all round experience is also required at our main office in the Forest of Dean at Lydney.

CHEPSTOW OFFICE

The head office of the practice at Chepstow offers the following opportunities:-
(1) A solicitor to specialise in commercial work with at least 2 years directly relevant experience.
(2) A legal executive to handle a large volume of mainly residential (with some commercial) conveyancing under the general supervision of a conveyancing partner.
(3) A legal executive to assist the senior partner in the administration of estates, wills and tax planning.

ROAD TRANSPORT INDUSTRY TRAINING BOARD SOLICITOR

£18,000 PLUS, AND CAR

WEMBLEY

The Road Transport Industry Training Board is a statutory body which provides a training service to companies and employees in the road haulage, motor vehicle retail and repair and associated sectors of the Road Transport Industry.

We wish to appoint a Solicitor at our Head Office. We are looking for a capable all-rounder able to take charge of litigation in the High Court, County Court and before Industrial Tribunals, assuming responsibility for advocacy where appropriate. He or she will provide legal advice to the Board; will be responsible for the Board's property portfolio; will possess the general, legal, commercial and drafting skills necessary to contribute to the Board's daily activities. Applicants must also possess the management and communication skills necessary to control a busy department and to deal effectively with Board staff at all levels.

He/she will be expected to undertake a certain amount of travel throughout the United Kingdom - accordingly a car will be provided.

Conditions of employment include a contributory pension scheme, life insurance and 27 days annual holiday.

Applications, quoting Reference No. 220 and enclosing a detailed CV, should be sent to: Mr K. Robinson, Administration Manager, Road Transport Industry Training Board, Capital House, Empire Way, Wembley, Middlesex HA9 0NS.

GLANVILLES, WELLS & WAY

We are looking for a conveyancing Solicitor/Legal Executive to assist with the running of a new Branch Office in South Hampshire. If you have personality, ambition and ability and think that you are up to the job then apply with your Curriculum Vitae to:

Peter Latham, Glanvilles, Wells & Way
151 West Street, Fareham, Hants.
Tel. Fareham 282841

LAWYER

required for

LEADING SHIPOWNERS' PROTECTION & INDEMNITY CLUB

An opportunity exists in our defence department for a lawyer to deal with charter party disputes which frequently result in litigation or arbitration. The nature of the problems vary widely and experience in the maritime/commercial fields is desirable.

There are excellent career prospects for the successful candidate.

Please reply with C.V. to:-
Box No. K49.

Career Decisions: Private Practice or Industry?

For newly and recently qualified solicitors the choice between private practice or commerce and industry is a difficult one. We will be holding a seminar to provide you with information to help you make this important decision.

We have invited eminent guest speakers from both backgrounds to provide a relaxed and informal evening.

Buffer and refreshments will be provided.

PARTICIPANTS:

Slaughter and May
Richard Youard (Partner)
British Telecommunications
Solicitor's Office
Colin Green
(Head of Commercial Department)
Tuesday 31st March 6.30-8.30pm
at 39-41 Parker Street, London WC2B 5LH
If you would like to attend please telephone
Shona McDougall on 01-831 2000
or write to her at the above address.



Michael Page Partnership

International Recruitment Consultants
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CANTERBURY MATRIMONIAL LITIGATION

We are an established 12 partner firm in the City centre.

We are seeking a solicitor of partnership calibre with advocacy experience to handle matrimonial work, both private and legal aid, and some crime.

The post carries excellent remuneration and prospects.

Please write to, or telephone,
Peter Hawkes,
Farley Page Fielding and Pembroke,
39 St. Margaret's Street,
Canterbury, Kent. CT1 2TX
(0227) 68151

ENTERTAINMENT LAWYER

Expanding production/distribution company is seeking a bright, ambitious, young Lawyer to work in their business affairs department.

Familiarity with Entertainment contracts is essential, as is the ability to work on your own initiative. Languages are an advantage, as is the flexibility to travel at short notice, as we have strong connections with Europe as well as the United States.

Salary up to £25,000 p.a. a.a.e.

Applications should be in writing enclosing a CV to:
Ms. Dinah Pressley,
c/o Consolidated Productions (UK) Ltd,
5 Jubilee Place, London. SW3 3TD.

CONVEYANCER

For new in-house legal department.

C C Conversions Plc, based in Shepherds Bush, require an able conveyancer with anything up to three years post-qualified experience to help set up and run a property-orientated legal department.

Salary up to £20,000 p.a.

Tel: 01-586 1141 ref D.A. or write to
THE MANAGING DIRECTOR
THE GLASSHOUSE,
49a GOLDHAWK ROAD,
LONDON W12.

Financial Services Legal Advisers

c.£14,500 plus car

In our short history we have achieved a phenomenal record of growth and success and now have funds under management of over £5 billion.

Our reputation for professionalism is well known and our Legal Department plays a crucial role in providing a complete legal service for all the Companies in the Allied Dunbar Group which offer Life Assurance, Pensions, Unit Trusts and Banking Services both in the UK and internationally.

The young and progressive Legal Department based in Swindon provides a wide range of services to our administration, sales and marketing departments. This involves personal and corporate tax planning, trusts, commercial and employment law, company secretarial functions and some litigation. Members of the Department are closely involved in the development of new services and products and also give seminars, presentations and seminars.

The continuing expansion of the Group has created new opportunities for capable young Solicitors or Barristers in their mid to late twenties who enjoy getting to grips with both practical and more academic problems. Calibre and potential are more important than specific experience, but we would naturally expect you to be intelligent, enthusiastic and professional in your approach. A keen eye for detail, the ability to learn quickly and excellent communication skills are equally important.

In addition to an attractive salary and a car, these positions offer an excellent benefits package which includes a non-contributory pension scheme, free life assurance, BUPA, excellent sports and social facilities plus a generous relocation allowance.

For more details, call Christine Clarke on Swindon (0793) 45344 (24 hour answerphone) or write to her at Allied Dunbar Assurance plc, Allied Dunbar Centre, Swindon SN1 1EL.

We are an Equal Opportunities Group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.

**ALLIED
DUNBAR**

COMPANY COMMERCIAL LAWYERS

You will have three to five years experience, preferably with a City firm and be looking for more independence and responsibility. The firm handles a wide variety of company and commercial work and is seeking to further its expansion in international financing, general public and private company work and venture capital projects.

COMMERCIAL LITIGATORS

You will join a young team concentrating on commercial work for clients here and abroad; part of your caseload will include marine and insurance disputes with opportunities to work closely with our Paris office. Ideally you will have two to three years experience and you will assume responsibility for your cases rapidly.

These appointments could lead to an early partnership.

Please write with full CV to Andrew Gerry Withers, 20 Essex Street, London WC2R 3AL.

**WITHERS
SOLICITORS**

Gabriel Duffy Consultancy

LITIGATION & CONVEYANCING-SUSSEX SALARY £A.A.E.

Our Client, a well-established Sussex practice require two experienced solicitors:

(1) A Litigation Assistant to undertake a caseload involving all types of contentious work, including civil, matrimonial and criminal matters.
(2) A Conveyancing Assistant to handle a workload consisting of residential, agricultural, forestry and landlord and tenant matters.

The practice prides itself on its personal relationships with clients and although academic history and experience will be an important factor in finding the candidate, partnership qualities and ability to relate well with clients and colleagues alike is imperative.

For further details please contact:

Claire Wiseman
Manager-Legal Division
Gabriel Duffy Consultancy
31 Southampton Row
London WC1E 6HJ

Telephone: (01) 831 2288 or (01) 740 0289 (Evenings & Weekends)

Outdoor Clerk

Legal Department

The Litigation Section of the Legal Department at ICI's Head Office in London handles a diverse range of work for the ICI Group in the UK. This opportunity will involve outdoor clerk work and servicing counsel with papers etc, as well as assisting with clerical duties in the office. Aged 18+, applicants should be students of the Institute of Legal Executives with some experience of high court and county court procedures.

We offer an excellent salary plus a range of company benefits.

Apply with full cv to Linda Kennedy, Head Office Personnel Department, Imperial Chemical Industries PLC, ICI House, Millbank, London SW1P 3JF.



LEGAL APPOINTMENTS

COMPANY COMMERCIAL EC2

This medium sized, highly regarded City practice has a requirement for two young lawyers to join its Company/Commercial department. Applicants who can expect a wide range of high quality work, should have good academic records and up to three years' relevant post qualification experience. Excellent working conditions and competitive salary packages are on offer.

CORPORATE FINANCE

From £20,000 + Substantial Bens

Several of our clients, who include some of the leading U.K. financial institutions, have requirements for qualified solicitors to join their corporate finance teams. Aged between 25-32, the successful candidates will have excellent academic credentials, and have served articles with a large City firm. Detailed knowledge of the nature of the work involved is essential.

For details of these and other positions, please contact Judith Farmer or John Cullen.

BADENOCH & CLARK

THE LEGAL AND FINANCIAL RECRUITMENT SPECIALISTS
16-18 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4.
TELEPHONE: 01-583 0073 OR 01-587 0206 (EVENINGS & WEEKENDS)

COMMERCIAL PROPERTY c. £25,000 EC4

Our client, a highly respected medium sized City firm is seeking an ambitious young solicitor to join the expanding property department. Ideally with at least three years' experience in the City, the successful candidate will benefit from working for a substantial list of clients on a range of high quality commercial matters. Prospects for rapid progression within the firm are excellent.

TRANSACTION EXECUTION

From £22,000 + Bonus + Bens

Our client, a leading U.S. investment bank seeks quality lawyer aged 25-30 to join its Transaction Execution Group. Candidates should have first class academic records and at least one year's relevant post-qualification experience gained either in a leading City practice or another Financial Institution.

INCORPORATED COUNCIL OF LAW REPORTING BARRISTERS

who have completed pupillage and are interested in the law and its development are invited to consider a career as a full-time law reporter for The Law Reports and the Weekly Law Reports. The starting rate for reporters on contract is £12,000 per annum with opportunities for additional earnings by reporting for The Times and other journals.

Further details available from Robert Williams on 01-242 4248. Applications in writing to The Editor, enclosing a full C.V., to:

Carol Ellis Q.C.
11, Old Square,
Lincoln's Inn,
London WC2A 3TS.

Walker Martineau

Thames Valley Office TRUST AND TAX LAWYERS

Why commute when we are able to provide high quality trust and tax work out of town within a specialist department located at our Thames Valley Office?

We currently have the following vacancies:

SENIOR SOLICITOR

For tax and estate planning work including substantial probates. The successful applicant will have had significant experience in these fields and may already be a partner in his or her existing firm. (Ref: 10/1)

SOLICITOR

Recently - to 3 years - qualified to assist partners in tax planning for private and corporate clients with an interesting off shore emphasis. (Ref: 10/2)

TRUST MANAGER

To undertake and manage a variety of private and charitable trusts and probates. Applicants must have relevant experience and will want to assume responsibility within the Department. (Ref: 10/3)

We pay competitive salaries and offer excellent opportunities.

Please apply with full CV to:-
Geoffrey Hudson
Walker Martineau
49 Church Street
Theale, Reading RG7 5BX
0734 302888

When we speak,
we'll talk the
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Whether you're a specialist or a relative newcomer to the legal profession seeking to develop a firm foundation, the chances are your career will profit from a talk with us.

Our philosophy of providing a personal, professional selection service to both candidates and clients alike allows us an in-depth appreciation of, and sensitivity towards, the legal profession. This, in turn, means we are able to open doors which would otherwise remain closed.

We do not market candidates. Rather, we ensure that the right contacts are made - quietly and with absolute discretion. Almost always, that is enough to ensure the fresh challenge for which you have been waiting, or the chance to 'win your spurs' before specialising.

Whatever your career aspirations, or your timetable for achieving the objectives you've set, an informal, but no-nonsense, meeting could provide the impetus you need.

We look forward to hearing from you.

LEGAL SELECTION

JAMES DAVIS & PARTNERS

160 New Bond Street
London W1Y 0HR England
Telephone 01-629 4226
Fax 01-491 7459
Telex 298942

Litigation

A unique opportunity

An opportunity has arisen to handle high calibre work in the Litigation Department of a leading City firm. The Department is expanding, but prides itself on its friendly atmosphere.

The work comprises a wide variety of commercial matters including important, high profile litigation on behalf of major international clients. There is scope for considerable responsibility and there are excellent prospects for solicitors, both newly qualified and with up to 3 years' experience.

If you have a good academic record and the ability to deal successfully with people at all levels, we would like to hear from you. To find out more, telephone Simon Anderson on 01-831 2000 or write to him at Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH.



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LAW FINALISTS

UP TO £12,000 TO START.

ARTICLES OF CLERKSHIP AVAILABLE.

Have you recently completed successfully your Law Society or Bar Final Examinations?

Are you looking for a position which will be challenging, stimulating, well paid and with excellent prospects?

The Hounslow Magistrates' Courts' Committee may be the employer you are looking for. You will receive training in adult, juvenile and domestic court work advising lay justices in and out of court on law, practice and procedure. Your ability will be such that you will be taking courts by yourself within two to four months. You will be part of a team of 15 court clerks noted for their enthusiasm and friendliness, working at Brentford and Feltham Court houses in an atmosphere where innovative ideas are actively encouraged.

Your starting salary will be between £7,500 and £12,000 and good progress will lead to at least £10,500 within 6 months and £12,000 within a year. Increments thereafter lead to £13,500. You are likely to be a Senior Court Clerk within 2-3 years (up to £16,000) and a Principal within 2-5 years (up to £18,000) - the last Principal made the grade within 2 years! Generous relocation expenses are available.

Application forms and further details from 01-751 3727

Closing date 30th March 1987 and interviews
10th April 1987

HOUNSLOW

INTERNATIONAL FINANCE SINGAPORE

Sinclair Roche & Temperley is an expanding firm with its own and associated offices in the City, Singapore and Hong Kong.

The work of the Singapore office is of an international nature, predominantly concerned with financing and commercial transactions within the South East Asia region, including (in addition to traditional single bank and syndicated loans) leasing, note issues, currency and interest rate swaps and joint ventures.

The firm wishes to recruit an experienced lawyer (preferably of 3 to 5 years qualification) to join its Singapore office, after a short initial period in its London office. The successful candidate should enjoy working in a busy, commercial environment and will be able to handle a broad range of transactions with the minimum of supervision.

Rewards and longer term prospects are excellent for the right candidate.

Please write in the first instance with full C.V. to:

James Ritchie,
Sinclair Roche & Temperley,
Stone House,
128-140 Bishopsgate,
London EC2M 4JP, England.

SINCLAIR ROCHE & TEMPERLEY

Gabriel Duffy Consultancy

SUSSEX FINANCIAL EXECUTIVE

c.£30,000 + Car + Benefits

Our Client, a firm of investment bankers and financial advisers situated in the City are seeking to recruit a solicitor to undertake the planning, design and implementation of business transactions and to develop this line of business generally. The ideal candidate should have the ability to analyse financial situations, identify opportunities, design, negotiate and close transactions, prepare and negotiate appropriate documentation, co-ordinate the work of other professionals, and sustain continuing client relationship.

Candidates should have had at least 2 years experience (with client contact) within a corporate finance or company/commercial department of a City legal practice.

The commitment to work long hours and travel will be rewarded with an excellent remuneration package and the prospect of a directorship are excellent.

For further details please contact:

Claire Wiseman
Manager - Legal Division
Gabriel Duffy Consultancy
31 Southampton Row
London WC1B 5BJ
Telephone: (01) 831 2288 or (01) 740 0289
(Evenings & Weekends)

URGENTLY REQUIRED

SALISBURY AND SOUTHAMPTON JONAS & PARKER

need recently qualified Solicitors for their expanding domestic conveyancing and company/commercial departments.

Applications with cv to R W Sykes at 45 Castle Street Salisbury Wiltshire SP1 3SS

HERRINGTON & CARMICHAEL ALDERSHOT, HANTS LITIGATION SOLICITOR

Long established firm seeks dynamic solicitor with Partnership potential. He/she would head established litigation department including court work. He/she should have at least 5 years post admission experience. Congenial conditions. Salary £15,000 plus car. Five weeks holiday. Please write with full CV to: Senior Partner, 42 Middle Gordon Road, Camberley, Surrey, GU15 2HU.

HOLMAN, FENWICK & WILLAN

PARIS COMMERCIAL LITIGATION

We are a major City practice with several overseas offices and an immediate vacancy exists in our Paris office for a solicitor or barrister. The work is of an international nature and will entail a wide range of commercial litigation mainly connected with reinsurance disputes or problems arising from charterparties, bills of lading, cargo claims, sales contracts and other related shipping matters. Travel outside

France is likely to be required. Candidates should have good relevant experience, proven ability and sound business acumen. An ability to speak French is desirable. The salary and benefits for this appointment will be attractive and career prospects are good.

Please apply with full C.V. quoting JH/160 to: John Hamilton, 51-53 High Street, Guildford, Surrey GU1 3DY Tel: (0483) 574814



John Hamilton Associates
Management & Recruitment Consultants



GOVERNMENT OF THE CAYMAN ISLANDS

LECTURER IN LAW

Applications are invited for the post of Lecturer in Law at the Cayman Islands Law School. The Cayman Islands are a British Crown Colony in the Caribbean. The appointment will be on contract terms for an initial period of 24 months commencing on 1 September 1987.

The salary will be C\$22,008 - 23,284 per annum, entry to the scale according to experience. (C\$1 = US\$ 1.20). Leave is 20 working days per annum. Government will pay 50% of the rental of furnished accommodation, up to a maximum Government contribution of C\$ 500 per month. Applicants are advised that although there is no income tax in the Cayman Islands, the cost of living is higher than in the United Kingdom.

Applicants should have a Degree in Law and be professionally qualified. Considerable experience in legal education at degree level is required and candidates must be capable of taking an active part in the administration and further development of the Law School. Ability to teach Conveyancing, Legal Accounting, Criminal and Civil Procedure and Contract will be an advantage.

Application forms, job description including details of the Law School, subjects taught, affiliation to Liverpool University, and notes on conditions of service are available from:

The Cayman Islands Government Representative
Hamilton House
17b Curzon Street
London W1Y 7FE
Tel: 01-408 2482

Applications should be completed and returned by 31 March 1987.

Hughes-Castell Ltd

London and Hong Kong

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These words by Jean Richard Black have a special meaning for lawyers seeking alternative employment.

If you know what you are, let Hughes-Castell advise you as to what you are capable of doing. No-one knows better than us. We have had years of experience in counselling and guiding lawyers into career positions. So much so that many of our past candidates are now our clients - still seeking our advice.

Hughes-Castell are well known for their personal, friendly and exclusive service and have offices in London and Hong Kong. We know exactly what we can do as we are not ring us for an information but confidential first - our service is free to candidates.

11 Bolt Court Fleet Street
London EC4A 3DU 01-583 0232

Assistant Solicitor

required by busy Litigation Department in Chorley, Lancashire.

The emphasis will be on non-matrimonial civil litigation but the opportunity will be available to the successful applicant to undertake other types of contentious work including matrimonial and criminal.

Newly qualified applicants with appropriate articles will be considered.

Salary negotiable according to experience.

Apply in writing with full CV to:

Staff Partner
Kevills
32 St Thomas's Road
CHORLEY, LANCS PR7 1HZ

LEGAL APPOINTMENTS

EMPLOYMENT AND IMMIGRATION LAW

We are looking for a young solicitor to specialise in employment and immigration/nationality law within our busy and expanding Employment Group. The work is of high quality, interesting and varied, and encompasses both contentious and non-contentious matters.

Relevant experience is preferred but more important is the ability to combine commercial awareness with sound academic skills.

We offer excellent remuneration, a friendly and progressive working environment, together with the opportunity to develop with a rapidly expanding and internationally based practice.

Please apply with full c.v. to Gillian Tamsett,
Personnel Manager,
Denning House, 90 Chancery Lane,
London WC2A 1EU.



Denton Hall Burgin & Warrens

THE COLLEGE OF LAW LECTURER IN LAW

Applications are invited from solicitors for a post of lecturer at its Guildford branch. The salary will be within the scale £11,803 - £18,273 p.a. (which includes a Guildford allowance of £615) with the entry point depending on qualifications and experience. Normal annual increments are £660.

Apply with full personal, professional and academic details to:

L.R.H. Griffiths, The College of Law,
Brabourne Manor, St. Catherine's, Guildford
Surrey GU3 1HA
from whom further particulars may be obtained.

PROBATE, TAX, COMPANY Chester

Walker, Smith & Way is a long-established 17 partner firm in this most attractive city and area. We seek to combine traditional values with a continual desire to keep abreast of modern practice and technology. Partners and staff specialise and we are now looking for an additional Solicitor for probate, tax and company work with two or three years' experience since admission. We will consider a more recently admitted candidate with first class training.

Please send your full CV to Roland Dawson or Peter Collins, the partners responsible for the department.

WALKER, SMITH & WAY

26 Nicholas Street, Chester CH1 2PQ.
Telephone: 0244 40111.

Sound principles at work

Barristers and Solicitors

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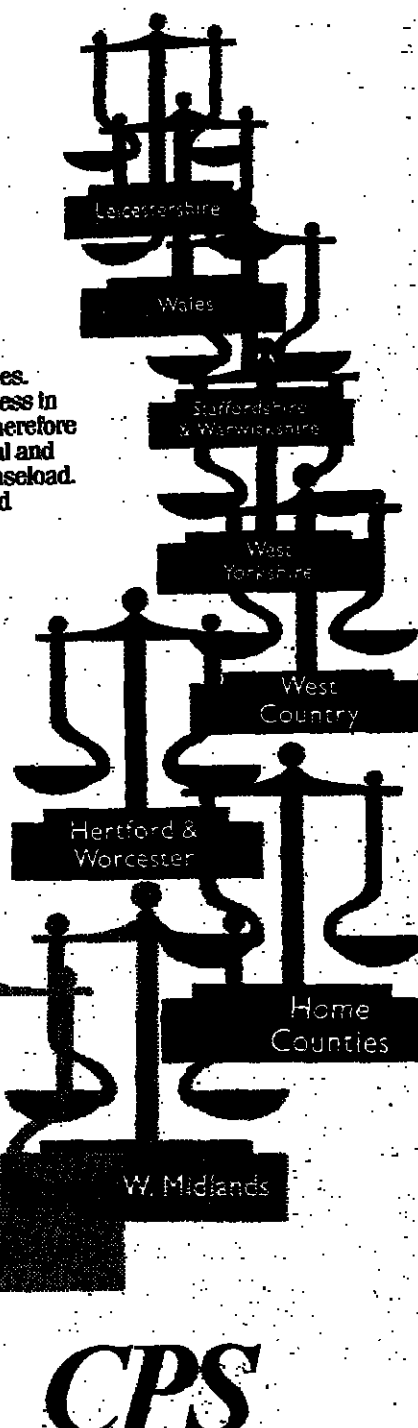
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VOLLEYBALL
Cash crisis
spoils
Redwood's
big day

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VOLLEYBALL

Cash crisis spoils Redwood's big day

By a Correspondent

Redwood Lodge, who compete in the first Royal Bank English men's cup final this weekend, are on the verge of collapse. The Bristol-based team, who have been part of the National League since it started, cannot afford to continue, and Keith Nicholls, the coach, confirmed yesterday that while the team are on the point of their greatest triumph, it is likely to be too late to save them.

Nicholls said: "It costs about £3,000 for us to operate every season and we cannot afford that. If a sponsor came in with half that amount it would make a big difference but the City Council in Bristol are not sympathetic to our problems. We have been forced to play our matches at a country club as we do not have local facilities and that involves additional expense."

"We will fulfil our commitments till the end of this season but after that we'll need to call it a day."

Redwood, formed 12 years ago, are favourites to win Sunday's final against Malory at Crystal Palace as they have never lost to the London side. Malory have been strengthened this year by the arrival of Jeff Williams, from Canada, and the reappointment of John Nash as team coach. However, they will find difficulty coping with Britain's most-capped male player, Ucal Ashman, still the jewel in the Redwood crown.

If Redwood do fold, one team likely to be on the look-out for players in their Bristol neighbourhood. Speedwell Runcorn, who clinched the men's first division title by defeating Capital City 17-15, 15-12, 9-15, 4-15, 15-9, on Saturday. Another issue was decided at the weekend when Star Aquila defeated Bracknell 3-1 to win promotion to the second division.

Ashcombe and Sale meet in the English women's cup final, also at Crystal Palace, on Saturday with the title race still wide open. Ashcombe, who are without their most experienced player, Ann Jarvis, who is in plaster after being injured during the 3-1 league defeat by Sale last month. Sale's title chances suffered a setback when they surprisingly lost 3-2 to Spurt in their first defeat of the season.

North of the border, MIM Livingston are poised to take the men's first division title from the champions, Krystal Klear. They defeated the Ardrossan side 15-10, 15-8, 15-9, on Saturday and need to defeat Bellshill Cardinals in their next match on March 21 to secure the championship.

TENNIS

'The Big Cat' gets a taste of the cream

From Rex Bellamy, Tennis Correspondent, Miami

Steffi Graf, aged 17, and Miloslav Mecir, aged 22, were not so much setting as maintaining a trend when they won the singles titles in the Lipton International Players' championships at Key Biscayne at the weekend. In January, Hana Mandlikova, then 24, and Stefan Edberg, aged 21, won the Australian championships.

These events are the least important of the five distinguished annual championships that last a fortnight and incorporate the traditional two singles and three doubles events. So we can expect Martina Navratilova, Chris Lloyd, Ivan Lendl and Boris Becker to reassert their supremacy at some stage of the long, hard road that leads from Paris to Wimbledon and New York. But they are no longer the safe, big-occasion bets they used to be.

Note that, on Key Biscayne's hard courts — a little slower than most of their kind — Miss Graf gave Miss Navratilova and Mrs Lloyd, in turn, less than an hour of her time — and only eight games between them. Note that Mecir's victims included Slobodan Zivjajnovic, Edberg, the injured Yannick Noah and, finally, Lendl, whose combined compensation amounted to only two sets.

In other words, there was nothing precarious and — except for Noah's retirement

in mid-match against Mecir — nothing lucky about the achievements of the new champions. They not only played better than anyone else, but they did so by convincing margins that will linger in the memory — their own memory and also those of their supposed superiors. The pecking order of world tennis is changing.

Mecir's 7-5, 6-2, 7-5 win over Lendl in the final took two hours and 35 minutes. Lendl led 4-1 in the third set, but, overall, was slightly outplayed by a big, sleepy-looking chap we have come to know as "The Big Cat".

Lendl is a Czech and Mecir a Slovak — a rare breed on the international circuit. In the past, Mecir has not much enjoyed the American environment, but on this occasion, he did. For the first time, he brought his parents over to a beach hotel for a holiday that suited all of them.

Mecir was feeling good — and, naturally, wanted to do his best to make the folks happy. In short, he was more strongly motivated than is sometimes the case. Mecir not only won the singles, but he also won the mixed doubles, with his compatriot, Jana Novotna.

By contrast, Lendl looked rather out of sorts. His service and his forehand gave him a potential advantage in power, but this was seldom fulfilled because he was not hitting the

ball well enough. His backhand was shaky, too.

For most of the match, he could neither overpower Mecir nor out-rally him. For all his frustrations, Lendl could not even get angry. It must be difficult to get angry when sharing a court with anyone as gentle and serene as Mecir.

Once the initial sparring was over (long sequences of cross-court backhands), the match gave the increasingly delighted crowd an enchanting example of the kind of tennis appreciated on mainland Europe rather than in the United States.

Lendl was stern, forthright and, for the most part, unyielding. By contrast, Mecir was subtle, tricky and deceptive — and never more so than in his sudden changes of pace and his knack of materializing at the net like a ghost.

Mecir is fast. He is also one of those players (John McEnroe is another) who seems to be able to create time for himself — and to use it by nudging the ball in one direction while his opponent is heading elsewhere. Mecir always looks bored, but his mind works on mischievous lines. He makes tennis a form of artistic expression.

RESULTS: Men's Singles: Steffi Graf (CZ) 7-5, 6-2, 7-5, Miloslav Mecir (CZ) 7-5, 6-2, 7-5. Mixed Doubles: Mecir and Novotna (CZ) 6-3, 6-4, 6-3. Women's Singles: Hana Mandlikova (CZ) 6-3, 6-4, 6-3.

BASKETBALL

Leicester's tall order at the Palace

By Nicholas Harling

With one Wembley place secured, outside shooting of Politi, in particular, and Simpson must have left Leicester wondering how they had managed to win the first leg 110-108 in overtime just three days earlier.

Politi's excellent defensive restriction of Vaughan also prevented Leicester's England international from scoring for 13 minutes.

Thursday's winners will meet Portsmouth in one Wembley semi-final. The other will feature the fifth meeting this season between the last two Wembley winners, Manchester United and Kingston.

Both clubs emerged triumphant from their decisive home legs of their quarter-final play-offs at the weekend. United, without the suspended Phillips and injured Ralston, defeated Happy Easter Bracknell 96-85, while Pexsey and Gardner scored 26 rebounded.

Kingston, behind 59-55 at half-time, finally overcame the spirited resistance of Calderdale Explorers, for whom Blant had an impressive first half, snapping up points and rebounding like a big American.

But the big American lost his touch after the interval, permitting Boatrager, Scott and Lloyd to dictate a Kingston recovery which earned them the slightly surprising winning margin of 107-91.

RUGBY LEAGUE

French feel the pinch

By Keith Macklin

Great Britain's 40-7 victory away to France at under-21 level on Sunday served only to underline the plight of the game in that country.

With the French game in disarray, their decision to pull out of their summer tour of Australia, New Zealand and Papua New Guinea means that World Cup fixtures which were part of the tour cannot be played.

The decision throws the whole structure of the five-nations cup into confusion. Great Britain, Australia, New Zealand and Papua New Guinea are all going through with their fixtures — with the final scheduled for Australia next year — but without France the tournament will seem incomplete.

A further complication is the fact that Great Britain and Australia have already taken points from France in World Cup matches.

The options facing the International Board of the 13-a-side code take several forms if they are to salvage the competition in its projected form.

Among the options is the possibility of loaning or giving money to the impoverished French league to enable them to fulfil their fixtures, while another could be to allow France to play their remaining fixtures at home.

ICE SKATING

Thomas faces stiff opposition as Witt enchants US

From John Hennessy Cincinnati

The Queen City of the West, so named by Longfellow with scant regard for geographical precision, offers a fascinating paradox this week in deciding who will be the queen of the ice. In the present exalted mood of nationalism in the United States, even if a little muted by recent political developments, one would have expected one of two Americans to command centre stage in the world figure skating championships — Debi Thomas, last year's winner of the world title, or Jill Trenary, last month's unexpected winner of the national title.

It is neither of these, but rather Katarina Witt, aged 21, of East Germany, who seems to attract the main spotlight. She is stunningly fair of face and form, skates like an angel, and has the spectators in the palm of her hand.

The questions remain, however. Will Miss Thomas readily surrender the title she surprisingly lifted last year? Will Miss Trenary accept that her victory in the United States championships was a flash in the pan?

Will Elizabeth Manley, a brilliant Canadian on her day, stand idly by? Could not two Masovites, Kira Ivanova and Anna Kondrasheva, put a spanner or two into the works? And will not Midori Ito, a muscular little Japanese, not steal everyone's thunder on the Saturday?

The various cross-currents do



Thomas: disadvantage

not end there, for there is less than total mutual admiration between Miss Trenary and the third American competitor, Caryn Kadavy. Miss Thomas is at a severe disadvantage after taking unwise guidance from a supposed weight-training expert.

This has left her with tendinitis in both ankles and requires her, first, to undergo heat treatment and then to dunk both ankles into a tub of ice for half an hour before going out to skate. Ordinarily one would have to dismiss her chances altogether, but her Glaswegian trainer, Alex McCowan, will have none of it. "Don't write her off," he says. "She's a street-fighter like me, and we're not going to give anything away."

ICE HOCKEY

Dundee Rockets stay in touch with easy wins

By a Correspondent

Dundee Rockets kept alive their hopes of a second Heineken League title with comfortable weekend victories, at home to Ayr Braxie and away to Strathgordon Redskins. Craig Homola, the American who scored seven goals in the two games, and the Canadian, Glen Sharpley, with five goals, led the way.

Murrayfield Racers, meanwhile, maintained their seven-point lead over Dundee, defeating Solihull Barons comfortably but having more difficulty disposing of Whitby Warriors. After an 11-6 lead had been cut back to 11-10, a score by Rick Fera gave the Racers a two-goal margin. Tony Hand also scored seven times in the two games, enabling the Racers to take their total to 343 goals — a Heineken League record.

In the first division, Telford Tigers' loss of nine points, deducted because of the use of an ineligible player, followed by Peterborough Pirates' two easy weekend victories, means that the latter club are now certain of promotion.

RESULTS: Premier division: Saturday: Dundee Rockets 11, Ayr Braxie 3; File Flyers 10, Cleveland Bombers 2; Murrayfield Racers 16, Solihull Barons 6. First division: Glasgow Tigers 14, Leam Valley Lions 13; Glasgow Eagles 10, Telford Tigers 8; Oxford City Stars 27, Irvine Wings 8; Peterborough Pirates 22, Sunderland Gladiators 3; Swindon Wildcats 5, Slough Jets 13. Sunday: Premier division: Ayr Braxie 8, Solihull Barons 2; Dundee Rockets 16, Telford Tigers 10; Strathgordon Redskins 10, Whitby Warriors 6. First division: Bournemouth Seagulls 6, Southampton Vikings 10; Kirkcaldy Redskins 10, Telford Tigers 10; Leam Valley Lions 28, Swindon Wildcats 10; Peterborough Pirates 15, Trafford Motors 7; Richmond Flyers 2, Medway Bears 8.

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Provision terms p. 10

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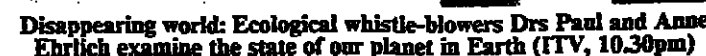
CHOICE

endangering our existence. As such, it is representative of a small but persistent trend in television which points to contraction rather than expansion: nuclear disasters, mysterious fatal illnesses, a crumbling universal structure. Are we at the start of what could be called *fin-de-siècle* television?

control television programme, breaking itself up into tiny fragmented sections of music and talk in an attempt to keep viewers' fingers off the button. It's a rather depressing show in that it assumes nothing is worth more than the shortest attention span. Headroom himself takes the implied megalomania and vanity of any chat show host to its extreme conclusion. The idea is clear: the television presenter as a *Dr Strangelove* figure, but, sadly the result is too often merely stident and monotonous. Jackie Collins is this week's guest.

● The radio choice is **The Tuesday Feature** (Radio 4, 8.30pm) in which Dame Eva Turner, Britain's first international opera star, now aged 95, recalls her life and work.

Chris Petit



BBC 2

- 6.58 Open University: Women Surviving, part two. Ends at 7.30.
- 9.00 *Garber*. Magazine programme for Asian women viewers.
- 9.25 *News*.
- 9.52 *Daytime on Two*: the Tudor house, Haddon Hall, near Bakewell 10.15 *Part seven of Fairweather and 10.30 Science: Britain's first flying machine* 10.50 *Birds' feathers* 11.17 *Blackpool - now and then* 11.57 *Textiles* 11.57 *Why we're all looking for a job* 12.40 *Healthy eating* 1.05 *A newscast from Italy's second channel* 1.30 *Walters* 2.00 *News and weather* 2.02 *For two-day-olds*.
- 2.15 *Cameo*. A Hampshire river in spring. (r)
- 2.25 *Songs of Praise* from Larkhill. *Newsnight*. (r) (Cont)
- 3.00 *News and weather*.
- 3.02 *Newsnight* (Afternoon presented by Nick Clarke).
- 3.50 *News*, regional news and weather.
- 4.00 *News*. Armstrong.
- 4.35 *Year of the French*. March: a profile of Philippe Coriat, a guard on the high speed Paris-Lyon express.
- 5.05 *Music*. A lightened and music quiz, set and presented by Steve Race. (r)
- 5.30 *Tomorrow's World*. A repeat of *The Day's* programme which included a new test for Anthrax.
- 6.00 *The Citadel*. Episodes seven of the 10-part adaptation of A.J. Cronin's drama set in a declining town. (r)
- 6.05 *The Running, Jumping and Standing Still Film*. Peter Sellers' indignant short. (r)
- 7.00 *Top Crown*. The third instalment of *Top Crown* Grand Bowling tournament, introduced by Richard Duckenfield from Pilkingtons Recreation Club, St Helens. One man and his dog. *The Right to Life*. Between England and Ireland, and the start of the Brace

CHANNEL 4

- 2.15 Their Lordships' House. (r)
- 2.30 **World Figure Skating Championships in Cincinnati.** The first day of the World Figure Skating Championships in Cincinnati.
- 3.45 **Years Ahead.** Magazine programme for the older presented by Robert Dougal. Robert Carvel interviews Neil Kinnoch; Larry Arker talks about his harmonica-playing career and his upcoming concert marking the 50th anniversary of the death of George Gershwin, and Paul Lewis discusses his series of supplementary pensions.
- 4.30 **Countdown.** Yesterday's winner is challenged by James Whitake, a Glasgow Jambuster.
- 5.00 **Switched.** Vintage American comedy series about a sorceress married to an all-too-human husband. Starring John Montgomery and Dick Sargent.
- 5.30 **Superchamps.** The final round of the Adventure sport series and the young men do battle on bugies, paraglars, mini motorbikes, jetskis, and aqualaugages.
- 6.00 **Shane.** Four men of the Western come gunning for Shane, convinced that he has killed one of their number. His protestations of innocence are ignored and Shane prepares to face the four in a gunfight at dawn. Starring David Carradine.
- 7.00 **Channel 4 News** with Trevor Green.
- 7.45 **McDonald and Nicholas** on.
- 7.50 **Comment** followed by **Weather**.
- 8.00 **Brookside.** Tracy tries to persuade Dorsen to visit Billy in Tunbridge Wells; Harry tells John and Ralph his plans; and due to a hanger Pat is unable to help Terry with the early job.
- 8.30 **4 What's Hot.** John Seaton's television investigations an ex-nataler television racket; Eli Breckon reports on the dangers of certain fungicides;

BBC1 **WALLS** 5.35pm-6.00p Wales
Crest 8.20p-10.00p What's in Hell? Out
10.10p-11.00p From the Hip 12.30p
Film **THE LAST OF THE MOHICANS** 12.40p
10.50pm-11.00p Octomom 5.35pm-7.00p
Recess 7.00p-7.30p
Against the Grain (part) 7.45p-8.00p Action
Replay 10.30p-11.10p Scotland 2000
11.10p-11.30p The 100th Anniversary
Questions of Defiance 11.40p-12.10pm Film
12.10p-12.15p Interview: **WESTWORLD** 12.15p-12.30p
12.30p-12.40p **THE LAST OF THE MOHICANS**
6.00p Inside Usher 6.25p-7.50p Make Me
a Star 7.50p-8.00p **THE LAST OF THE MOHICANS**
7.50p-8.00p **THE LAST OF THE MOHICANS**
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7.50p-8.00p **THE LAST OF THE MOHICANS**

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1.35p-1.50p News 5.15p-5.45p Emergency Call
5.50p-6.00p News 6.00p-6.30p News City
Sounds 7.30p-8.00p **Burnham's Holiday**
12.30pm Tuesday Today, Closedown

BORDER As London except:
1.20pm-1.30p News 5.30p-5.50p
5.50p-6.00p News 6.00p-6.30p
Burnham's Holiday 8.00p-8.00p **Falcon Crest**
12.30pm Tuesday Today, Closedown

CENTRAL As London except:
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12.30pm **Jeopardy!** 12.30p Closedown

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Burnham's Holiday 8.00p-8.00p **Falcon Crest**
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HTV WALES As HTV West except:
8.00pm-8.25p **Wales at Six**

SCOTTISH As London except:
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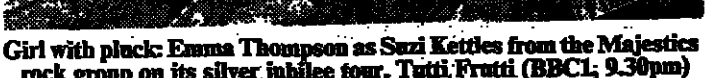
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House Mortgage Rate

With effect from Wednesday 1st April 1987 the House Mortgage Rate will reduce by 1% to 11.5% per annum.

Home Improvement Loan Rate

With effect from Wednesday 1st April 1987 the Home Improvement Loan Rate will reduce by 1% to 11.5% per annum.

APR 12.3%



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FLEET CARS

FOCUS

A SPECIAL REPORT

A year of the bigger and brighter car



This year is all set to be the year of the two-litre car, thanks to the Chancellor's decision to move the tax break points from next month. It means that bigger and more attractive cars can now be allocated by companies to employees without an increase in income tax, through the very unpopular "benefit in kind" penalty.

As a result new, improved two-litre cars are being given star treatment on many of the stands at the Fleet News Motor Show, Wembley, from today to March 12.

Some company drivers will now pay less income tax. The break points have been lifted - from 1,300cc to 1,400cc and from 1,800cc to 2,000cc. As a result, drivers of cars up to 1,400cc will fall into the smallest-car category and be taxed for £525 benefit, instead of £575 last year. Drivers in the up-to-2,000cc class, who were in the highest category last year, will now fall into a middle band with a tax penalty of £700, compared with £900 previously.

Ford was off the mark quickly with a 1,400cc engine for the Escort, and is reported to be about to launch a 1.4 version of the Sierra. Other manufacturers are reluctant to make expensive engine changes and appear to be staying with 1.3 engines for the time being.

The volume of business car sales over the past 10 years has remained fairly constant, with the fluctuations almost entirely due to private sales. About 660,000 business cars are sold each year, of which about half are bought by companies with fleets of 25 or more.

Loyalty to British-based manufacturers is falling especially in the large car sector, where senior executives can increasingly choose any European car in their price band. As a result, BMW, Mercedes-

that accounted for almost half the cars it built. The company claims no other car-maker in the world sells such a high proportion to fleets.

Despite the increased competition, Ford continues to dominate the British fleet market. Last year it accounted for nearly half the fleet cars bought here with a market share of 47.8 per cent. Sierra became the best-selling fleet car for the first time since 1983 and there were no less than six other models in the Top Ten Fleet Cars list.

David Hurst, Ford's director of fleet sales, says this resurgence is primarily due to the very high levels of investment in research and development and new manufacturing facilities over the last five years.

He said: "We have not allowed ourselves to be drawn into the relatively small but vociferous high discount end of the fleet market. We are unashamedly in the business of motor manufacturing to make a profit. We need that profit to fund our extensive research and development programme which has been, and will continue to be, greater than the rest of the UK industry put together."

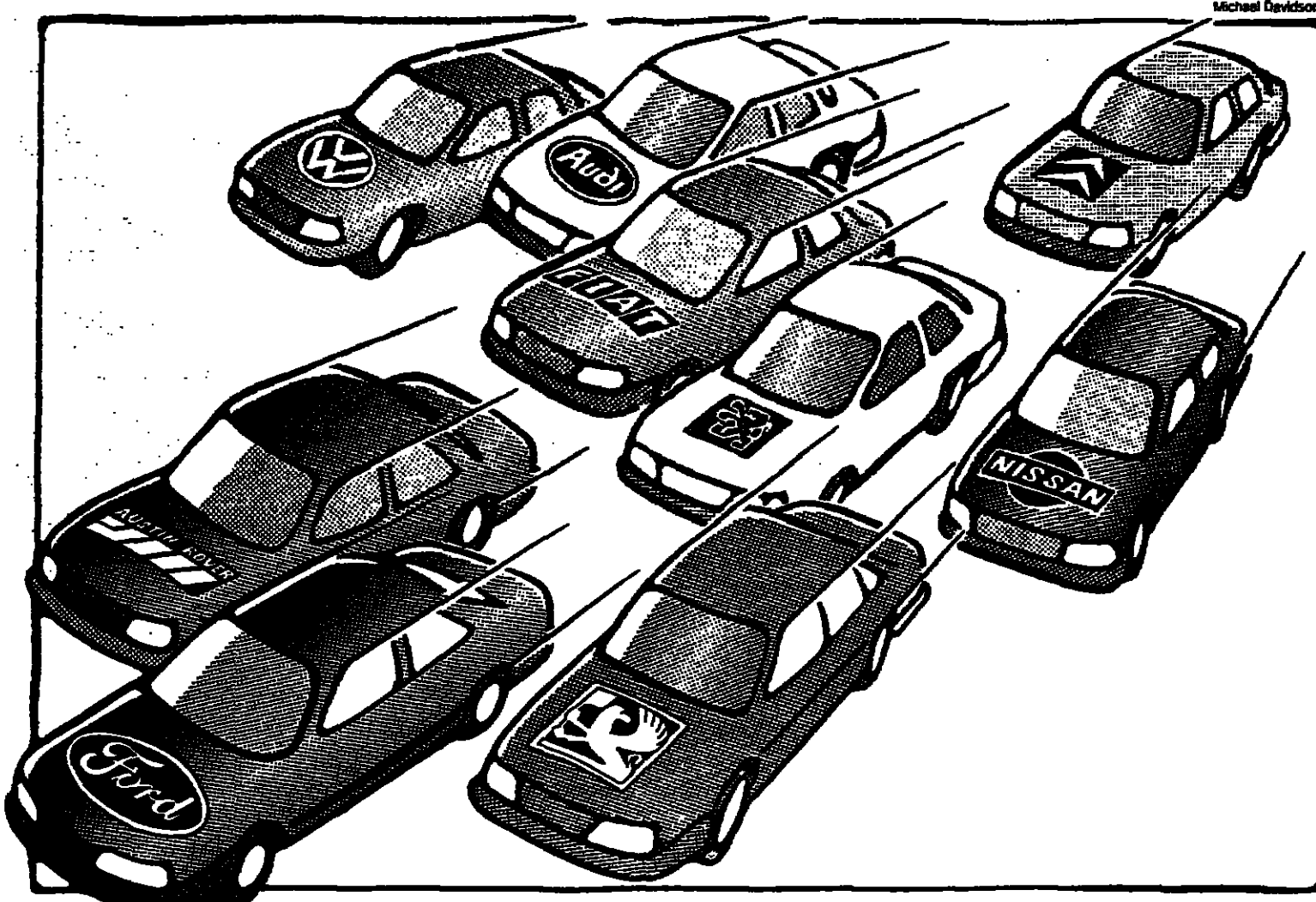
Commenting on the importance of the recently introduced Sierra Sapphire, he said: "Since Sierra established market leadership over Cavalier last year, with only hatchback and estate versions, we are confident that with the addition of the Sierra Sapphire notchback (saloon), we will comfortably distance ourselves from the competition and consolidate our leading position in the UK fleet market."

He stressed the increasing importance of the "user chooser". Since the early 1980s, there has been rapid growth in the majority of fleets towards giving more and more choice of company cars to reward loyalty, recognize status, and give visibility to it.

"In 1982 only 50 per cent of sales reps had choice. By 1986 this had grown to 75 per cent.

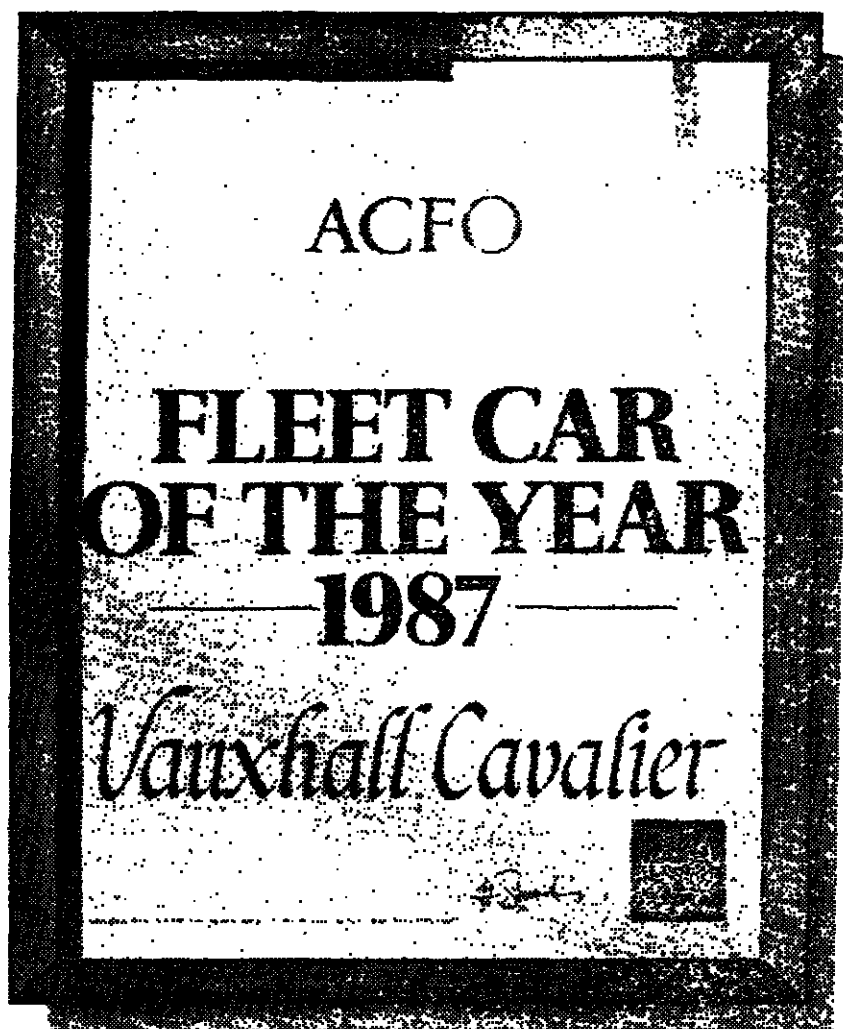
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Michael Davidson

VAUXHALL CAVALIER



A standard feature on Cavaliers since 1985.

For the third year running, fleet operators have voted the Vauxhall Cavalier 'the best value for money car in their fleet.'

A decision helped, no doubt, by the more advanced front wheel drive technology; the

higher specifications and more powerful engines of the new 1987 Cavalier range.

Members of the Association of Car Fleet Operators, thank you for putting us up there. Again.



BETTER. BY DESIGN.

FLEET CAR OF THE YEAR ORGANISED BY THE ASSOCIATION OF CAR FLEET OPERATORS.



Ford's director of fleet sales, David Hurst, with the promising Ford Sierra Sapphire

Benz and Audi are especially popular.

Last year there was a levelling off in sales of diesel cars to private buyers because for most of the year diesel pump prices matched, or even exceeded, those of petrol. Fleet buyers, however, kept their nerve and by the end of the year diesels were taking 6 per cent of the whole market.

The fierce discount battle shows signs of easing in all but the hire-car sector. Though the average fleet discount is believed to be 15 per cent, there are reliable reports that the big daily rental companies are demanding and getting up to 50 per cent discounts.

Peter Batchelor, Vauxhall sales and marketing director, told *The Times*: "We have made a conscious decision to opt out of some of the more heavily discounted business, such as the daily rental sector, where the replacement cycle seldom exceeds 12 months and initial purchase price is possibly the single most important factor. As a result, Cavalier was marginally outsold by Sierra last year - by 384 units."

Much to the chagrin of Ford and delight of Vauxhall, Cavalier has just been voted Fleet Car of the Year for the third year running. Mr Batchelor says: "It has been suggested by one of our competitors that Cavalier is fading. Nothing could be further from the truth. It is easy to forget that it is just a year older than its major rival (Sierra) and so far this year is easily outselling its competitors without adopting heavy discount methods."

Vauxhall took 27 per cent of the fleet market last year and it is now commonplace for the user-chooser to be offered a choice of between four and 10 different cars. That presents a whole new set of marketing opportunities for the manufacturer.

A new development, which has rivals checking each other's model ranges almost daily, is the introduction, at no extra cost, of bigger engines and more equipment on fleet cars. Ford started the trend by offering a 1.5 Sierra for the price of a 1.6. That move was said to be rather coolly received by the trade and was quickly followed by sunroofs.

The latter went down very well, so well in fact that Vauxhall and Rover followed suit.

Rover is struggling to stand still, with its market share down slightly, to 14.4 per cent of companies buying over 25 cars. It is, however, attempting to make up the gap by winning more business from the major rental companies. It claims record orders so far this year for 20,000 hire cars worth £140million.

That represents a 250 per cent increase over the whole of last year.

But welcome as this must be to the hard pressed British group there are indications that it has been forced to give discounts in excess of 30 per cent. That may be acceptable in the short term but surely spells disaster in the long term.

Clifford Webb
Motoring Correspondent

□ Tickets for the Fleet News Motor Show at the Wembley Exhibition Centre in London - open today until Thursday - are available from EMAP McLaren Exhibitions, Token House, 79-81 High Street, Croydon CR9 3SS (tel: 01-686 9200)

Every Peugeot 309 bought in Britain is being built in Britain.

At Ryton in Warwickshire to be precise.

And it may also surprise you to know that they're being built on some of the most efficient production lines, not just in Britain, but in Europe.

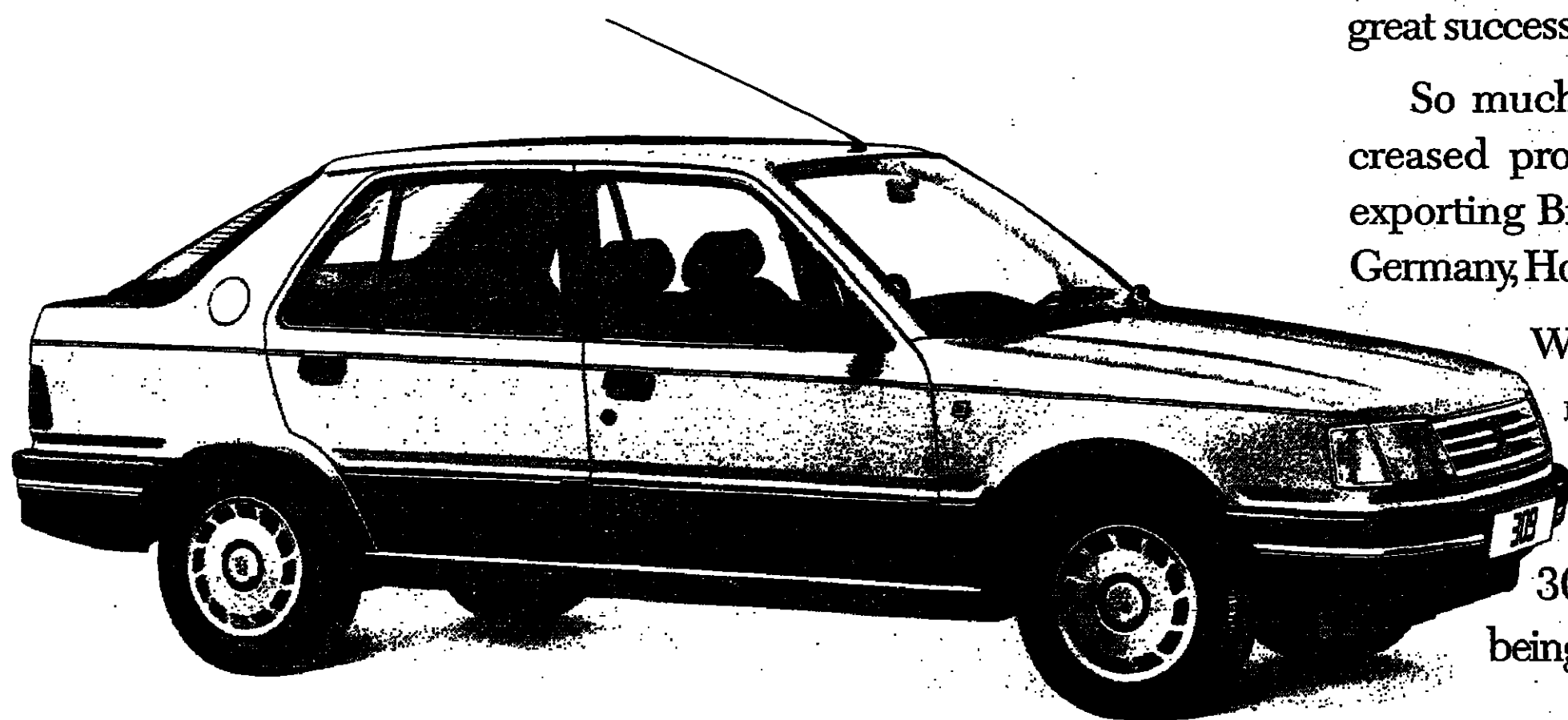
As you would expect from a car built in Britain, servicing, parts, and consequently insurance, are all that much more economical.

And thanks to our Ryton workforce, we're also happy to report that the quality of the British built 309's is amongst the highest in the entire Peugeot Group.

It's not surprising then, that the Peugeot 309 is becoming a great success.

So much so that we've increased production, and are exporting British built cars to Germany, Holland and Belgium.

Which means that now we're pleased to announce that not every Peugeot 309 built in Britain is being bought in Britain.



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FOCUS

FLEET CARS/2

Austin's fast 10,000 test

Two figures highlight how far Austin Rover is behind the fleet-car market leader, Ford. The Sierra captured 15.1 per cent of the 500,000-plus fleet car market in 1986 while Austin Rover's entire range accounted for only 14.4 per cent of all fleet-car registrations.

In a sector of the British car market that is growing in absolute terms by about 8 per cent a year, that is not good enough.

The need for Austin Rover to improve its penetration in the fleets is obvious and something that the company believes it has started to do. In 1986 its fleet sales picked up by 6 per cent as Austin Rover's market share edged up from 13.5 per cent.

John Parkinson, Austin Rover's fleet sales director, says confidently: "We will do significantly better than last year," although we are left to wonder how much better. It would be churlish to dispute that the company made a useful start to the year. The daily rental companies, including the well-known Hertz, Swan National and Avis, buy up to 120,000 cars a year, a significant slice of the total fleet-car business.

In the first few weeks of 1987, Austin Rover announced a major fleet order for 20,000 cars, which represents a staggering 250 per cent improvement over the initial orders taken early last year.

Mr Parkinson is not surprised by the sudden improvement in fortunes. He says: "We have been working with the daily rental companies for two or three years. We have now improved residual values and maintenance costs while we have always been competitive in terms of initial cost."

"We have seen a significant uplift in orders for the Rover 200 and Montego, particularly on the back of the new Montego 1.6L and 2.0S models, although this has not yet worked its way through to registrations."

Mr Parkinson adds that the rental companies are an ideal place to score because success there makes business users more aware of Austin Rover products. Lack of awareness,



John Parkinson, Austin Rover's fleet sales director: "We will do significantly better"

and have some basic high-speed driving instruction. The fleet director says candidly: "We initially selected people who had expressed doubts about our cars, then we selected people who had no experience of our cars and those who had experience of previous Austin Rover cars."

Implicit in Mr Parkinson's words was the clear need to convince people that the early quality problems of Montego, in particular, had been overcome.

The race circuit events proved a success, with more than 10,000 people trying, on average, over eight cars each. This promotional work would perhaps have been wasted without listening to drivers' views of the Austin Rover products.

In the past the marketing

department assumed it knew what the customer thought, but last autumn the company decided to be more thorough and so embarked on its most extensive market research to date.

On the Montego, company buyers were united in wanting the best radio-cassette player possible and rated the sun roof the most important luxury

model range which, in fact, starts at £6,700 with a 1.3-litre model and goes no further than 1.6 litres. Maestro and Metro are soon to benefit from the same reworking as the Montego.

With the new car in the customer's hands it becomes important that the dealer gives the fleet buyer the correct treatment.

Austin Rover has sought to put its house in order by setting up a network of 90 fleet-specialist dealers. Mr Parkinson admits that

Fleet managers may need to bring cars in or collect them from servicing outside normal hours; many require a loan or courtesy car so the sales rep is kept mobile. The best parts back-up is also important.

With the launch of the new Ford Sierra Sapphire saloon helping to focus attention on four-door rather than hatchback fleet cars, Mr Parkinson is optimistic. "I don't think we could have a better year in which to improve," he says.

The whole of 1986 was spent talking to the fleets about Montego and now the image is dramatically improved."

By the summer we should know if the Montego's gain is the Cavalier's loss.

Daniel Ward
Motor industry correspondent



Motorists tempted to buy their first diesel engine car would find Ford's offer of a Fiesta.

Escort or Orion diesel for the price of a petrol version hard to resist. The saving could be as much as £700 and a drop in derv prices to about 159p a gallon compared with over 170p a gallon for petrol is further good news for the diesel buyer.

Now more than half Britain's 21,000 petrol stations have a diesel pump and the stigma of owning a once noisy and smelly oil burner has diminished fast.

Yet for all this good news, the diesel-car market is still absurdly small. In 1985 Germany was the biggest market for diesels when 330,000 were bought, compared with 438,000 in Italy and 264,000 in France. Just 66,181 were sold in Britain in the same year, improving in the record market of 1986 to 77,649 for a penetration of just 4.1 per cent.

Ford's aggressive marketing of the 1.6-litre diesel underlines that it is a very price-sensitive sector of the market, particularly when a narrowing of the margin between derv and petrol prices quickly extends the mileage needed to go into "profit" with the initially more expensive diesel.

There is also a feeling that though the message has got around that diesel engines are tougher than their petrol counterparts and capable of higher mileages, the diesel's claim to higher residual value secondhand will take a few more years to become widely established.

Among the ranks of diesel-powered cars several stand head and shoulders above their rivals. A glance at the 10 best-selling diesels for last year

Will the diesel clean up in the market-place?

highlights the point. The Ford Escort (first, 12.3 per cent of the diesel market), Peugeot 205 (second, 11.3) and Citroen BX (third, 10.6) are more than four percentage points from the fourth-placed Fiesta.

Until now, the need to step up to a larger-engine diesel in order to match performance with a petrol engine has caused a few headaches. The all-important breakpoint for taxation of company cars has been set at 1.8 litres. The turbocharged, 1.8-litre VW-Audi engine stayed neatly within the lower tax bracket but offered good performance, yet for the company-car buyer the many 1.9-litre engine diesels made little economic sense.

In April the tax breakpoint is shifted to 2 litres to align with forthcoming exhaust-emission legislation. Buy a diesel of over 2 litres and it will mean being taxed on £1,100 instead of £700.

For many executives it may still make sense to buy a 2.3-litre, turbo-diesel Volvo 740, but the normally aspirated Ford Sierra 2.3-litre could offer little performance advantage over less-heavily taxed 2-litre rivals.

For the same reason the appeal of the recently introduced Renault 21 diesel and turbo diesel models could

be restricted to the private buyer. The very competent Renault underscores the fact that few foreign models are now introduced into Britain without a diesel version or in many cases two. Last October Nissan launched the Euro-Road Sunny, replacing both the old Sunny and Cherry

When Peugeot launched the 309 diesel with the well-accepted 1.9-litre XUD engine, it proved in many ways a more balanced car to drive than its petrol-engine stablemates. Performance is on a par with the 1.3 309, yet fuel economy is almost a third better, with most owners likely to achieve better than 42 mpg.

Not all diesels present such a strong case for the cost-conscious owner. Driven without thought of rivals, the new 1.6-litre Renault 5 diesel impresses as a lively, modern hatchback. However at the fuel pumps its thirst for derv is the same as the rather fatter and bigger 309 GRD and it loses out on all counts to the exceptional 1.8-litre 205 diesel.

In the lower sector of the market there are not too many diesels that can break the 100 mph mark, yet with the help of a turbocharger the latest VW Golf 1.6 oil-burner can. This time performance is close to that of the 1.6-petrol model but the diesel offers the chance of 42 mpg, plus economy compared with about 32 mpg for the normal model.

In the diesel sector, much interest has been focussed on the new breed of big-engine small cars that offer previously unknown levels of performance and economy. This has taken attention away from makers such as Mercedes-Benz, who have invested heavily in greatly improved engines.

DW

Diesel: a good 10p a gallon less than petrol

Great hopes ride on Montego's mighty diesel

Austin Rover has had only minimal experience and success in the diesel market. The previous Rover SD1 model was fitted with the Italian VM engine late in its life to help sales in France and Italy, but for the rest it has always been a case of insufficient demand in its home market for diesels.

That changes this autumn when the Montego 2.0-litre turbo diesel is unveiled. The engine, though a diesel, works on a completely different principle from its rivals. Today's diesels are described as in direct-injection because the fuel is squirted into a small chamber,

adjacent to the larger volume above the piston where combustion takes place.

In its favour is the lower noise emission than that of the direct-injection design, at present used only on truck and some van diesels, but the small pre-chamber is inefficient.

The new Austin Rover diesel developed jointly with Perkins is the first direct-injection car diesel and should achieve 55 mpg, plus fuel economy. For a Montego-size car, this is exceptional, even by diesel standards.

The engine was launched last year in the Maestro van, where it proved to have

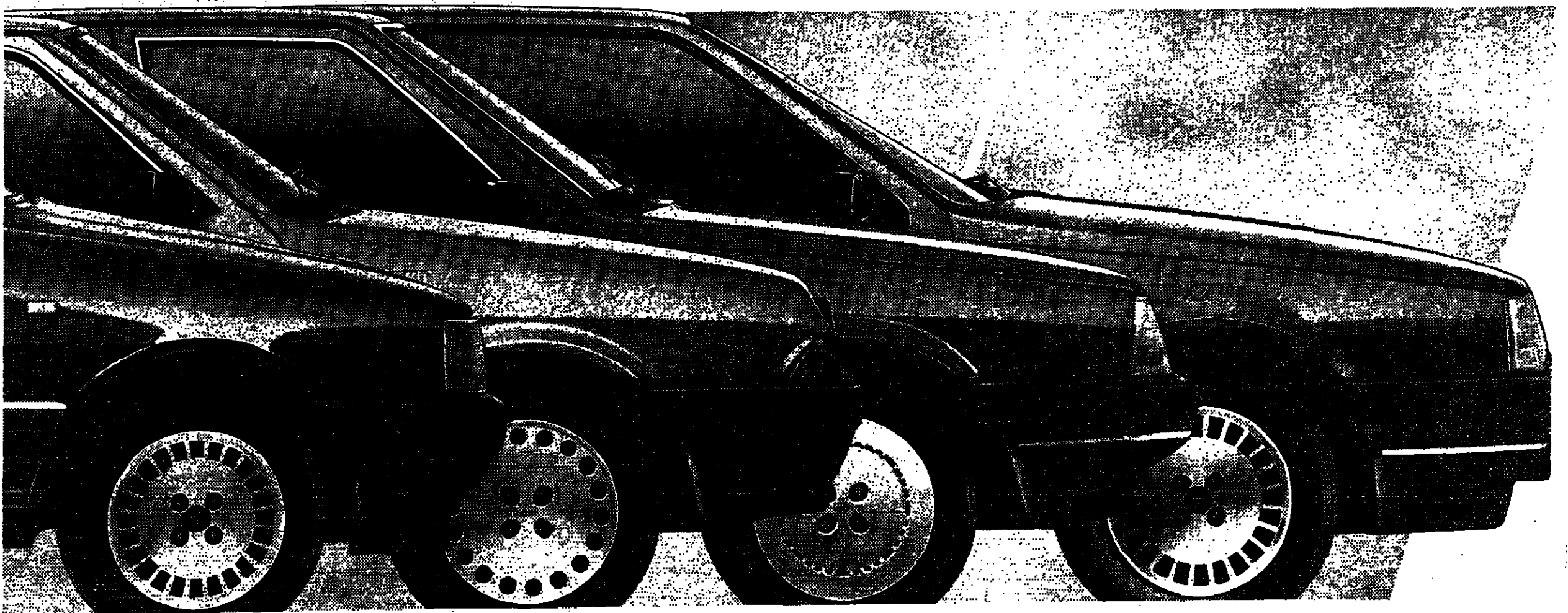
superior economy and better driving characteristics than many rivals. No until the car is launched, will we know whether the engineers have overcome the difficult problems of noise and refinement.

It is likely to be 1988 before the Rover 800 and Maestro benefit from diesel power.

Other car-makers will watch closely to see whether Austin Rover can prove the direct-injection diesel has its less-efficient predecessor beaten on a counts.

DV

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FLEET CARS/3

Why more firms are looking to leasing

Quite how much contract hire has been growing is debated vehemently, with conflicting statistics being hurled around like offensive weapons the more that competition grows. There can be no doubt about the trend, however.

This form of leasing vehicles, typically, in its most developed form, relieving the vehicle user of almost all responsibilities except for filling up the petrol tank, now accounts, according to most estimates, for at least a fifth of the company-car market.

Market research in the hands of Lease Plan — the Windsor-based Netherlands-owned leasing company, which claims to be among the top six in the car sector — suggests that last year there were 2.67 million company cars on the road, representing no change on 1985, a year in which 538,000 were on contract hire. That would give contract hire 20.1 per cent of

the market — double what it had in 1981.

The projections are for the number of company cars to grow, and for contract hiring to become even more popular. Penetration of the market by contract hirers is put at a likely 21.8 per cent this year and 23 per cent in 1988.

Some crucial questions arise and they are as important for the customer companies looking for better ways to run their car and commercial-vehicle fleets as for those offering leasing deals in all their many varieties.

One question is this: if contract hire is growing so much, at whose expense is that happening? Lease Plan sug-

Outright buying fell to 64 per cent

gests, on the basis of market research, that there was between 1981 and 1985 a decline both in the rate of outright purchasing of cars and also their hire purchase.

Outright purchasing, on this estimate, dropped from three-quarters of the company-car

market to 64 per cent, or just under two-thirds.

A separate assessment by Hertz, the world's no. 1 car hire company, which also has a burgeoning vehicle-leasing business in Britain, suggests that only 62 per cent of company cars are now bought outright. It is marginally more optimistic than Lease Plan about the penetration of contract hire into the market.

Godfrey Davis, the leasing company — which has no connection with Godfrey Davis European, Britain's biggest car rental organisation — says its contract-hire business grew by a fifth last year, mostly arising from clients new to contract hire. It expects similar growth this year.

The bulk of finance leasing, together with buying on hire purchase, is in the hands of finance houses, including merchant banks. Their trade organisations are the Equipment Leasing Association (ELA) and the Finance Houses Association (FHA), both of which point to recent healthy growth.

Indeed, the latest ELA figures show a rise in car leasing in value terms, of almost 40



Vauxhall marketing director Peter Batchelor with the Carlton GSi 3000, left; Astra 20iGTE and Cavalier SRI 130

per cent in the past year, to £814 million. Even allowing for inflation in new-car values, that is a big jump for a sector said to be under pressure.

Nevertheless, taxation changes have brought finance leasing to a new watershed. For one thing capital allowances have been reducing over three years, but in July the big change is that vehicles on finance leases will have to be shown on the company balance sheet. This is because the Statement of Standard Accounting Practice, Number 21 (better known as SSAP21), then fully comes into effect.

Such a capitalization on the balance sheet means that a company will lose a bit of an edge in demonstrating business performance through the

financial return on capital employed. If a little more capital is shown to be employed, the returns are inevitably diluted slightly.

Not all companies are necessarily of that persuasion. Some may want to show the strength of their assets base, so capitalization of a finance-

Growth estimates a touch euphoric?

leased car fleet could then be a positive advantage.

Cars on contract hire, on the other hand, stay off the balance sheet. This is not quite so puzzling as it seems. In finance leasing, a substantial part of the risks and rewards involved with a vehicle rests

with the business using the car. It is more on a par with outright purchase, where a vehicle as a company asset has always gone on balance sheet.

But with contract hire, it is the contract hirer which buys the vehicle and shoulders the risks of disposal.

About 35 per cent of fleet operators have chosen finance leasing purely because of the off-balance sheet factor, according to Dial's estimates.

Bill Hamer, group general manager (sales and marketing) for Dial Contracts, the Mercantile Credit subsidiary, said: "Not only will SSAP21 increase the existing growth in contract hire, it will also have the effect of increasing general awareness in the market of the

advantages of contract hire. This could be worth at least an extra 1 to 2 per cent market share in 1988."

Whether such growth estimates might prove more than a touch euphoric depends on several factors. The ELA points to research work at Bath University which has shown that tax allowances have not necessarily been a dominant factor in equipment leasing decisions.

Certainly, last year's sharp increases in leasing, reported by the ELA's members, do not point to finance leasing being affected by the contract-hire trend.

Finance leases can also be geared closely to the varying

Last laugh to the Cavalier

A year older than its main rival, the Sierra, the Cavalier — Fleet Car of the Year — is, says Peter Batchelor, Vauxhall's sales and marketing director, "easily outselling its competitors without adopting heavy discount methods".

Vauxhall took 27 per cent of the fleet market last year, which accounted for almost half the cars it built. The company claims no other car-maker in the world sells such a high proportion to fleets.

cash flows of a company. And it could well be that an increasing number of finance houses might recast leasing deals sufficiently to place them into the category of an operating lease and so take them off balance sheet, like the contract-hire deals.

If, in following that path, finance houses were to start shouldering more of the risks and rewards, it begs the question of the expertise of a finance house, accustomed primarily to the lending of money, in, say, deciding on residual values of vehicles two or three years on.

Derek Harris
Industrial Editor

Automatically easier as the drawbacks fade

In the one to two-litre range, which accounts for the bulk of the fleet-car market, automatic transmission has made little headway. It is not difficult to understand why. In fact, the arguments for sticking to five-on-the-floor manual gearboxes seem irrefutable. But are they?

Automatics are unquestionably less economical on fuel. They are treated as "an optional extra" on this size and class of car and therefore several hundred pounds more expensive to buy. Quite unjustifiably, auto transmissions are still widely considered unnecessary complications, bringing additional service and maintenance costs. They cannot be push-started and because of the absence of "engine braking" on the overrun, are heavier on brake pads and linings.

That formidable list is quite enough to give most budget-conscious fleet managers more than enough excuses to say: "Nice little gadget, but not yet ready for the rough and tumble of company transport."

Opinions are changing, however. There is a small but growing number of fleet users who are ready to re-examine the whole question of automatics.

Foremost in their mind is the effect of automatics on the way the car is driven. There is no doubt that an automatic is more relaxing to drive. I test something like 80 cars a year on British and Continental roads and I know from my

use of the power-consuming torque converter. The latest ZF German transmission is proving very popular with car manufacturers for this very reason.

A fuel-saver which is potentially more promising but as yet seen only on expensive cars is the "split" box. At the flick of a switch, gear-change points can be raised or lowered to provide S (sporty) characteristics or E (economy). The Mercedes 190E, which is my personal transport, has this facility.

Fleet News, answering charges that automatics are hard to repair, reported: "The chances of a breakdown happening are very low. Most manufacturers will confirm that, model for model, automatic transmission is significantly more reliable than manual for longer periods and higher mileage."

Initial purchase price is probably the biggest obstacle of all. Automatics costing on average £500 are an unnecessary additional burden at a time when fleet managers are under more financial pressure than ever. Until automatics become the norm for general fleet use, as with executive cars, the extra cost will probably have to be written off over the fleet life of the car. With the present trend to longer fleet life, that probably means over three years.

Cheaper automatic systems have long been the goal of the international motor industry



The T-shaped control column which is increasingly seen as the essential aid to stress-free motoring. Automatic transmission has been accused in the past of being uneconomical on fuel and involving unnecessary service and maintenance costs. Fleet managers, who once dismissed it as an attractive gadget, are now appreciating its real advantages in reducing tension for the executive driver. Technological innovation is also making the "thirsty" engine a thing of the past. A lock-up mechanism now prevents fuel waste.

own experience that the absence of manual changes induces a calmer attitude, enabling me to arrive at my destination having suffered less strain on my nerves and, more significantly from the fleet manager's point of view, less wear and tear on the car.

The effect of an automatic on the driver's state of mind has long been a big influence in the executive-car market. Most executive cars are automatics, indeed those with manual gearboxes appear to suffer a greater depreciation when the time comes to dispose of them. With more and more company drivers demanding some say in the type and equipment of their car, automatics will increasingly figure on the preferred list of those aspiring to executive status.

Let us look in some detail at some of the economical arguments against automatics. The question of fuel consumption is the most frequently raised and the hardest to overcome. Generally they are more thirsty than manuals, but the gap is closing fast and in the case of the latest four-speed automatics, in which the top gear is a long-legged over-drive, the difference is marginal.

Another fuel-saver is the increasing use of a "lock-up" mechanism to prevent fuel waste through unnecessary

and one such is just round the corner. Later this year Ford and Fiat will launch Fiesta and Uno models equipped with an ingenious automatic, based on the 25-year-old system first seen in Daf cars.

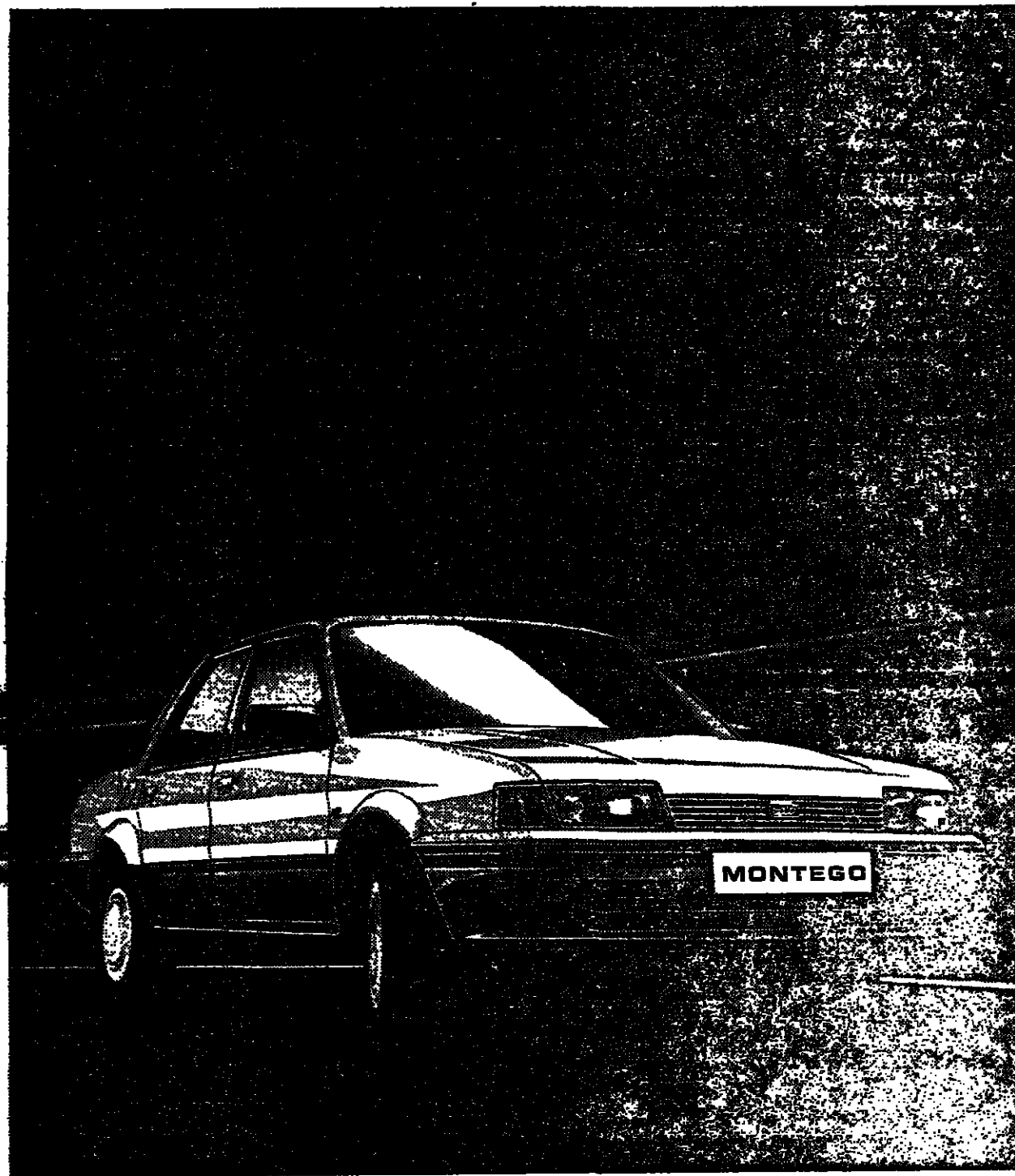
The continuously variable transmission (CVT) varies the gear ratios and does not use conventional gearwheels or fuel-wasting torque converters.

The old Daf system used rubber belts operating over variable diameter pulleys and was effective, if hardly refined. The latest design features patented steel belts, produced by Van Doorne Transmissie of Holland and supplied to Ford and Fiat.

Van Doorne will assemble the whole system while the numbers are low but when demand builds up, production will be moved to Ford's big transmission plant at Bordesley.

The system is also available to other manufacturers. One of the first into the field is Subaru of Japan. It is importing steel belts from Holland for use in a CVT system, which differs from the Daf original in that it uses an electrically-controlled clutch to provide greater reliability than the simpler centrifugal clutch.

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A flood of models to tempt you



Big Three: Ford, Austin Rover and Vauxhall. Their efforts were almost entirely concentrated on a single model, of which the now-legendary Cortina is the best example.

Today the range of cars on offer is immense and still growing. All the main importers, and quite a few of the smaller fry, are now represented in the flood of new, competitively-priced models reaching the market.

The range is extending both upmarket to the boundaries of the executive-luxury sector and downmarket to the smallest four-wheel transport. With such a bewildering array to choose from, more companies are prepared to give employees a say in the selection of their car.

The latest edition of *Monks Guide to Company Car Policy* reports that last year the choice increased by as much as 10 per cent for senior staff and 8 per cent for the average employee.

The report also confirmed what has been increasingly apparent in recent months — that Ford's fleet fortunes are very much on the up again. Mercedes-Benz made the running in the executive-luxury sector with a 7 per cent increase. Jaguar fell by 5 per cent but that was probably because the new model is not yet in ready supply. Jaguar nevertheless remains the preferred favourite of company chairmen.

Both Vauxhall and Rover fell in the popularity stakes of the sample taken, with Rover being chosen by 21 per cent fewer employees.

The report also shows that the price companies are prepared to pay for a car has increased in the last 12 months. For a chief executive it is up to £17,500 (£16,000 in 1985), directors £15,000 (£14,000), sales managers £9,500 (£9,000) and sales reps £8,000 (£7,500).

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Ford Sierra Sapphire

□ Ford's Sierra Sapphire, making its public debut at the Fleet Show, went on sale only last week but is already being seen by many fleet operators as the logical successor to the Cortina, the outstanding fleet car of all time.

As well as the much-publicized initial reluctance to accept Sierra's super-slick jelly mould shape, it suffered because it was a five-door hatchback. Many company drivers refused to forego the added security they had grown accustomed to with Cortina's huge boot, opting instead for competitors such as the saloon

version of Vauxhall's Cavalier.

Ford is trying to establish the newcomer as a model in its own right and not just a long-overdue booted version of the Sierra — hence the new name. A reported 40 per cent of drivers prefer boots and that means an awful lot of new punters who will now be able to consider a Ford company car in their class.

Unfortunately the new boot is impeded by a high sill, which makes heavy loads a bit of a handful.

Following Vauxhall's example, Ford has priced the new saloon range below its hatchback equivalents. Prices range from £7,272 to £10,845.



Vauxhall Carlton GL

Vauxhall Carlton

□ The Carlton was already a firm favourite in fleets before an all-new replacement appeared last summer. It has since been voted Car of the Year 1987 by a jury of 57 journalists and looks set to become an even bigger seller.

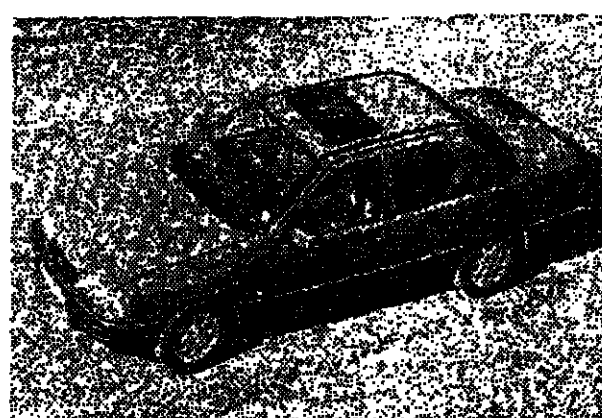
The problem is the shortage of supplies. The company blames start-up difficulties at its German factory, chiefly resulting from problems with new high-technology production machinery. However, it claims that to meet "fantastic demand for the car across Europe", production is being stepped up and 800 additional workers have been recruited.

Carlton is a sleek newcomer in every sense of the word with a class-leading drag factor

of only 0.28. This spacious five-seater has a particularly voluminous boot — a plus factor for security-minded operators.

It is also bristling with new technology such as the sophisticated, all-independent suspension system called advanced chassis technology (ACT). Among other things, ACT permits a small amount of rear-wheel steer, which gives the car a combination of stability and handling exceeding anything General Motors has previously been able to come up.

With a choice of 1.8 or two litre engines at present — and a stunning 138 mph three-litre version any day now — prices range from £9,620 to £12,796. Dealers are crying out for deliveries.



Ford Sierra Sapphire Ghia

Jaguar

□ There were a lot of anxious telephone calls in the offices of established executive-car manufacturers last October when Jaguar announced its long-overdue replacement for the XJ6. Why there should be this concern in executive circles about a newcomer to the more expensive luxury sector is at first difficult to understand. The two traditionally woe very different buyers.

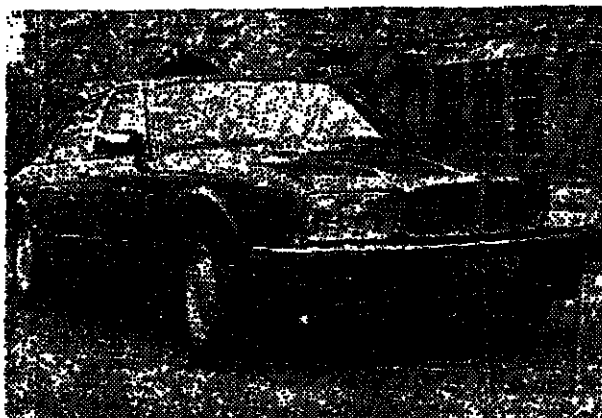
In recent years, however, the frontiers between them have become blurred — usually around the £16,000 to £18,000 mark. The cheapest of the new Jaguars, the XJ6 2.9 five-speed manual is £16,495,

£2,000 cheaper than the next model in the range.

This posed the immediate question: is Sir John Egan, Jaguar's extrovert chairman, about to expand downmarket and attack the much bigger executive sector?

There is some support for the view that the basic model will be manufactured only in nominal numbers so long as demand for the more expensive versions continues to be unsatisfied.

Whatever the strategy, this represents a lot of car for the money. Powered by the 2.9 version of the new, all-alloy, in-line, six-cylinder, it includes power steering, electric windows and central locking.



Jaguar Sovereign

Rover 800

□ For the last 20 or so years we have been told that the latest car from Rover and its predecessors was the "make or break" car for the loss-making, state-controlled group.

Important as each undoubtedly was at the time, none came close to matching the significance of the new Rover 800 series executive saloon. Success in this profitable sector is crucial to a Rover whose latest recovery strategy is aimed at moving its whole product range upmarket. Unfortunately, Rover made a costly mistake when it launched the 800 last July by setting its sights too



Rover 820i

high and concentrating initial production and promotion on the expensive, lavishly equipped top-of-the-range Sterling, costing almost £19,000.

At that price it was trying to take on such favourites as Jaguar, BMW and Mercedes before establishing a reputation in a sector of the market that demands, above all, quality, refinement and reliability. It was doubly unfortunate that there were also early doubts about the suitability of the race-bred Honda V6 engine. It is short of bottom-end performance.

These are temporary setbacks, however. The Japanese are sorting out the engine with

customary swiftness and, it is hoped, in time to prevent any permanent damage to the reputation of a car which, in all other respects, is outstanding.

The smaller-engine 820 models, which use the award-winning, new, Longbridge-made two-litre engine, are already being lauded by the motoring Press. Starting at a shade under £11,000 for the 820E, they rise to £13,897 for the 820Si.

A fundamental change of policy on the price structure of replacement parts has made the whole 800 range much less costly to maintain than the SDI model which preceded it.



Ford Granada Scorpio 4x4

Ford Granada

□ The car they all have to beat in the executive sector is the Ford Granada, a big, eye-catching, which sets such high standards of interior space, ride comfort and driver appeal that few rivals can match it.

Until recently its weakness was its outdated range of engines but Ford has just taken action to put that right. Two new V6 engines with capacities of 2.4- and 2.9-litre have replaced the old 2.8. Both have the latest fuel injection equipment and also incorporate Ford's newest lean-burn technology to reduce fuel consumption and exhaust emissions.

The 130 bhp 2.4 gives Granada a top speed of 120 mph; the 150 bhp 2.9 reaches 129 mph.

Both claim improved fuel consumption, always a problem with the old engine.

With commendable courage Ford decided to equip all Granadas with electronic anti-lock brakes as standard. It probably hoped to force its rivals to follow suit and increase their costs.

If so, the gamble did not come off, although many other models in this class feature it as an option.

Ford also claims to be one of the earliest into the field with high-security locks as standard.

Whatever the merits of that claim, there has in the intervening two years been a flood of improved locks on competitors' cars.

Ford has had to put up with a spate of bad publicity after reports that a considerable number of Granada keys had broken, sometimes marooning drivers for hours while their "thief-proof" locks were professionally picked.

The problem has been solved by switching from brass to steel keys.

Granada prices range from £9,625 for the 1.8L to £21,340 for the "executive express," the four-wheel drive 2.9 EFI Scorpio.



Nissan Bluebird 2.0 SGX

Nissan Bluebird

□ Nissan is bidding for a seat at the fleet table with the British-assembled Nissan range of medium-size Bluebird hatchbacks and saloons powered by engines ranging from 1.6 litres to two litres.

They include a high-performance 1.8 turbo and a two-litre diesel.

The design has benefited from extensive development work to "Europeanize" its appearance and handling.

A five-speed gearbox is standard on all models with a four-speed automatic available as an optional extra.

Early tests showed that the new Bluebird was prone to heavy steering. As a result power steering has been made

standard on all versions except the basic L.

Prices range from £7,299 to £10,924.

At the Fleet Show Nissan's stand is also featuring a new five-door version of the highly rated Micra Supermini.

The 988cc OHC alloy engine makes it a nippy performer.

Another show debutant is the Sunny 1.7LX.

Nissan recently flew parties of fleet operators to Washington. Tyne and Wear, to see Bluebirds being assembled, but it was far from happy when most of them reported on their return that they would not consider buying Nissans until the British content is raised to 80 per cent from its present 30 per cent in the next two years.

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Hot hatch lures the business drivers

Peugeot Talbot is attracting a lot of attention from fleet buyers these days. It sells more than one in three of the 309s assembled at its Coventry factory to companies. And it has done surprisingly well with the smaller, imported 205.

More and more companies are letting staff choose a small "hot" hatchback rather than a slower and bigger saloon costing the same price. The small hatchback is very popular with business drivers in London.

To support its increasing fleet work, 50 Peugeot fleet dealers have been appointed with their own fleet manager, service specialist and demonstration models.

Renault is another increasingly buoyant importer with high hopes for its new Renault 21 medium saloon. The company took nearly 4 per cent of the fleet-car sector last year and was even more successful with light and medium vans.

Combined sales of fleet cars and commercials accounted for 22,329 of the 82,641 vehicles it sold last year. It is projecting fleet sales this year of around 24,000 units. Ten years ago they were 5,104. The outstanding Citroen BX diesel has helped Citroen double its fleet sales in one year. BX dominated the diesel car

market in January with nearly 17 per cent. This has helped to give the company its best ever year in the UK with total sales up by a whopping 32 per cent.

The managing director, Bernard Peloux, says: "We are attracting an increasing number of both business and private customers. Our sales of BX models to fleet users increased by 98 per cent in 1986 and I predict further records for Citroen in 1987."

Fiat's sales of cars and commercials were up by 8.2 per cent last year and its fleet-sales manager, Peter Cameron, says 1987 will be even better. Much of his success results from daily rental sales of Uno and Panda models.

Fiat also claims to have cut the cost of servicing its vehicles by up to 42 per cent as a result of improved quality and reliability from the factory which has permitted it to extend service intervals to 12,000 miles.

Nissan has not yet made any significant impact on the fleet market but it is the one company which everyone is watching closely. The cause of this concern is the new British car plant opened at Washington, Tyne and Wear, last summer. It is assembling only 24,000 cars a year from largely Japanese made components

and neither the numbers involved nor the marginal British content appealed to fleet buyers who visited the plant recently as guests of Nissan.

But when phase 2 of the build-up is introduced in about three years' time, output will increase sharply to more than 100,000 a year, with an 80 per cent European content.

That will make them more acceptable to the considerable number of fleet buyers who at present refuse to consider Japanese cars. CW

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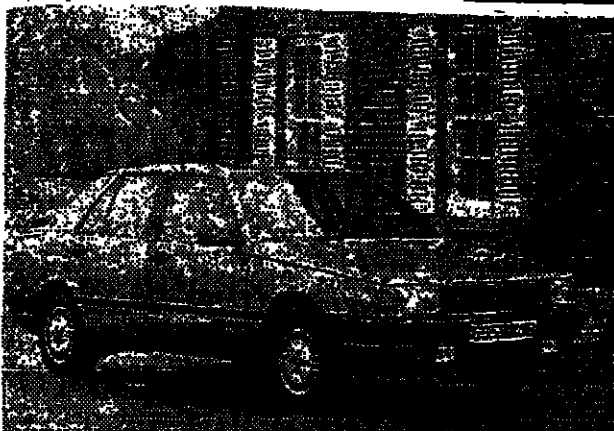
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FLEET CARS/5



Fiat Crona Turbo

Fiat Crona

□ Fiat's past problems with rusting and reliability still cloud buyers' judgements, despite the wholesale changes for the better that have taken place in both the product and the company's administration.

Italy's biggest group is riding high these days with increased profits and sales.

But the fleet market is the one sector Fiat has always found difficulty in penetrating, the executive class in particular.

It hoped that the new Crona executive launched here last May would make an immediate impact with its competitive pricing.

It is an attractively styled modern car powered by a very robust twin overhead camshaft two-litre engine available in various stages of tune and including a turbo-charged version.

The result is very much a car for the enthusiastic driver.

This is the first Fiat with the engine mounted transversely, and accordingly it has plenty of interior room despite being six inches shorter than the Ford Granada and only a couple of inches longer than the Sierra hatchback.

But its lack of length appears to be a problem. It falls between two camps.

The solution is to establish

its own niche in the market-place.

Unfortunately, that takes time and with so many excellent new two-litre rivals around, time is the one asset Crona does not have.

I personally like the car and find it rewarding to drive both as a high-speed, long-distance cruiser and dodging about in city traffic.

It costs from £9,115 for the economical 2000 CHT to £13,905 for the turbo.



Renault 21 GTD

Renault 21 and 25

□ Renault is all set to make the running among the traditional importers. If you include vans, it already claims to be fourth behind Ford, General Motors and Rover. Last year fleet sales accounted for 22,329 of its year-end sales of 82,641 or more than 27 per cent. It did that at a time when it was phasing out its best fleet model, the Renault 18.

The 21's importance to Renault's British hopes was

underlined by the speed with which it was imported — only four months after its French launch.

Jeff MacLean, Renault's fleet sales manager, says: "The 21 is a marvellous vehicle for the fleet user — bags of interior space, very large boot, extremely reasonable running costs in both servicing and economy areas — plus the fact that the car's looks are very different from any of its main competitors."

An estate version, the Savanna, selling for £7,790 to £9,860, will fill a big gap in Renault's range for a spacious, modern estate. The 21 saloon, with a choice of 1.7 and two litre petrol engines plus a 2.1 diesel, will sell from £7,070 to £10,850.

The 21's arrival was made easier by the success of the bigger Renault 25, the state-owned group's first executive car with wide appeal. Unlike previous Renault attempts to win support in the executive sector, the 25 quickly built up a following here, mainly because it was designed to meet the tastes of business executives throughout Europe and not simply France.

It was also helped by the wide choice of engines — two to 2.2 litre four-cylinder, 2.7-litre V6 and a 2.5-litre turbo. By carefully targeting equipment levels, prices were able to span a wide range: from £10,390 to £19,150.

Stereo on wheels makes a bigger, better noise



Less than a decade has passed since the fitting of some minimalist audio equipment into

cars at the factory has become a commonplace. The installation of stereo FM radio combination cassette players is more recent.

Now, more than 90 per cent of British car manufacturers gets some form of in-car entertainment (ICE) bolted into the fascia slot on the production line — more receive the units at dockside despatch yards.

Far from being the rather cynical marketing exercise of yesterday — the grudging provision of a monophonic, two-waveband, manually tuned radio and a single speaker — stereo FM combinations have entered the big league of enticing extras that delineate model steps in maker's ranges.

On the high street, the same units (or very similar, slightly better-featured models) as those which are standard fitting in cars are on display at prices between £100 and £200.

In fact, bulk orders to Philips from Austin Rover, Peugeot Talbot and Vauxhall are fulfilled at a fraction of these prices.

In a clear tilt at the unique position of Ford, which manufactures its own ICE as an offshoot of the Ford Acro-space activities in Canada, Philips car-audio marketing manager, Simon Turner, says: "Our research shows car owners appreciate the Philips branding, too."

Ford's position is unusual.

It makes a lot of sense to keep car-audio manufacture within the global Ford picture from the point of view of retained profits alone. But Ford cannot claim the cachet of a branding associated with good sounds and even its more recent installations — in the Sierra and Granada, for example — are not quite making the hi-fi grade, despite some brave attempts.

Ford is aware of this and each new model bears the fruits of, in particular, speaker improvements, the results of a special initiative in car audio.

What Ford may not be able to do is keep pace with the tremendous developments that are taking place in tuner

and cassette-machine design.

Already there are sets with, for example, diversity twin-aerial tuning to defeat multi-pathing interference (noise associated with reflected FM radio signals).

Philips does not quite have the field to itself. Carving a respectable market share in the British-manufactured luxury-car sector and among a majority of importers is Clarion, a Japanese maker. Models from Japan grace such eminently British products as Rolls-Royce, Range Rovers, Jaguars and the output of GM-owned Lotus.

At the docks or in PDI compounds, Suzuki, Mazda and Subaru get varying degrees of Clarion treatment. Clarion is, incidentally, part-owned by Nissan.

Decks may accept higher quality metal or chrome-tape types and have Dolby B noise reduction systems.

The awful truth about original equipment installations has been that though the audio unit may appear to offer a high value, the speakers are nothing but a penny-pinching afterthought.

Far from being a thoroughly engineered speaker stage, the units have been placed behind trims to the extent that they are physically muffled, mounted in plastic, which is prone to rattle or have simply been so cheap they could not cope with the power output and dynamic range of the combination unit.

One tragedy Clarion admits to is in the Jaguar XJS, which has borne the highly thought of E950 combination unit for several years. Deep recessing of poor speakers in inappropriate locations rendered the set's output so poor that its quality could not show through.

Philips and Clarion report that this kind of disaster should not happen again. They report that the car makers are more receptive to units with higher audio power output for greater fidelity in music reproduction and may even be leading the market in some respects.

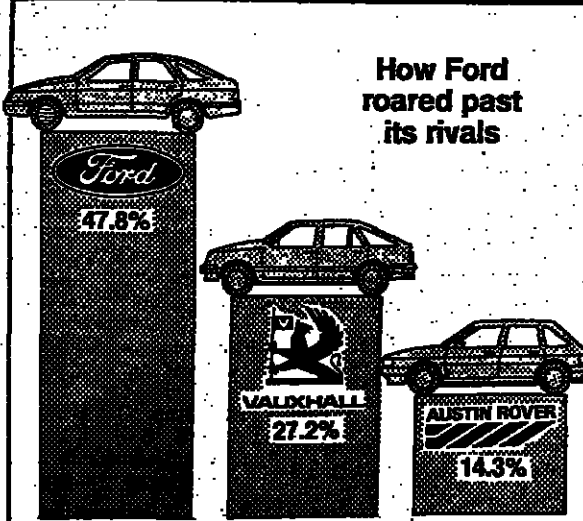
Active speaker units which contain a power amplifier provide an easy bolt-on route for upgrading a system.

Other developments in car audio, such as the growing popularity of mobile compact-disc players, may never catch on in the line-fit market. The units are, after all, expensive and far from simple. Warranty problems undoubtedly abound from such a recipe.

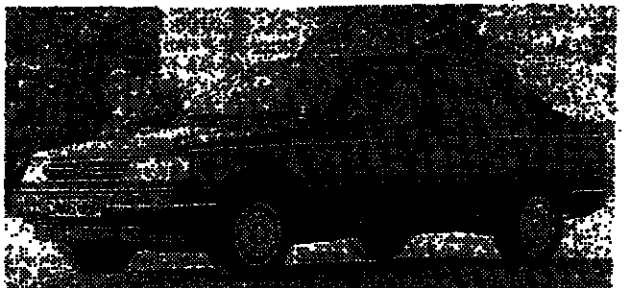
But there is still a trend where cars are distinctly perks not workhorses — for a budget to be set equated to the employee's status or salary level.

David Rowlands

FLEET CAR MARKET SHARE IN 1986



How Ford roared past its rivals



Peugeot 309 SR

Peugeot 309

□ Peugeot's 309 has given a marvellous boost to the company's already improved fortunes after the early successes here of the 205. The bigger Escort-sized 309, assembled at Ryton, near Coventry, has enabled those fleet operators who hesitated over buying imported models to save their consciences.

Nearly half the 309s sold in the UK are going into fleet work. The combination of space, practicality, price and fetching appearance are deciding factors when employees are given choice.

Until recently, however, it lacked a high-performance

version of the type that more and more fleet users are being encouraged to choose to express their individuality. This has now been rectified with the addition of the 309 SRi powered by the same alloy engine as the 1.6 version of the already near-legendary 205 GTi. It costs £8,785.

An even faster 309 using the latest 1.9 injected engine is also going on sale here.

Other engine choices are 1.1 and 1.3 and a very lusty 1.9 diesel that refuses to give an inch in its class for performance or economy. Petrol engines start at £5,575, while the much sought-after diesel costs £7,435.



Audi Coupe GT 1.8

Audi 80

□ The new Audi 80's early fleet success is another indication of the effort being put into the provision of expensive compact cars for status-conscious junior and middle managers. The cheapest of the five models on sale here costs £9,538. The most expensive, the 80 Quattro, costs more than £14,000. Hertz has placed an order for £2 million worth of the mainstream model, the 80 1.8S costing £10,694.

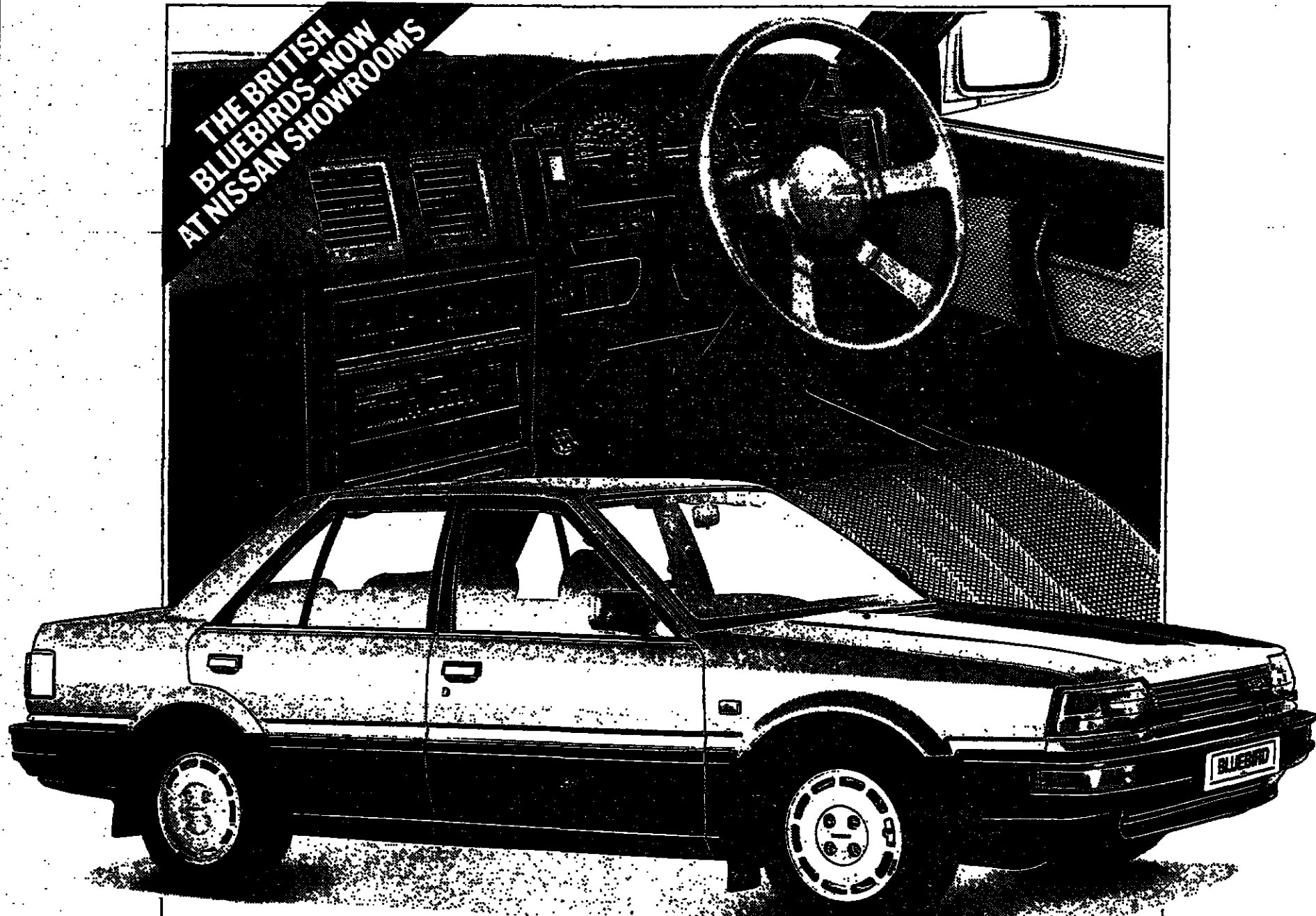
With West German prices rocketing here in the wake of an increasingly strong Mark you can easily add another

£3,000 for power steering, sunroof, ABS anti-skid brakes, electric windows, and the revolutionary Procon-Ten safety system, which drags the steering wheel away from the driver's chest in a frontal collision.

The 80 is an exciting, innovative newcomer with a fully galvanized anti-corrosion body to challenge the longevity of Volvo. When the bigger Audi 100 appeared it was an industry pacesetter and the 80 shows the same family likeness.

It has one serious shortcoming, however — the boot is ridiculously small and inconveniently shaped.

THE BRITISH BLUEBIRDS—NOW AT NISSAN SHOWROOMS



IF YOU HAVE DRIVING AMBITION TRY SITTING IN THE HOT SEAT.

We're not just talking about scorching to 60 mph in 8.5 seconds in the Bluebird Turbo or referring to the electrically heated driver's seat on the super luxury SGX.

The power to impress

You'll find that driving any new Nissan Bluebird is an extremely rewarding experience, one that has been noted consistently by the not easily impressed Motoring Press.

"The 2 litre feels crisp and lively" said Performance Car. "It is notable not only for relaxed 90 mph cruising but also the ability to pull away ultra-smoothly from 1000 rpm in fifth."

Company Car reported "A very easy car to drive... accurate yet pleasantly light power steering." All the controls are well arranged in an ideal driving position.

Equipped for every eventuality

In the Bluebird range you'll find a multi-adjustable driver's seat and tilt steering to take care of all shapes and sizes; electronic diversity tuning seeking out the strongest radio signal to deliver you perfect 4-speaker stereo sound; infinitely variable intermittent wipers to cope with the ever changing weather; there's even the

option of a tinted glass electric sunroof so you can enjoy winter sunshine as well as summer sun.

A new Bluebird for you

With 24 models from the 120 mph Turbo to the 50 mpg Diesel, including saloons, hatchbacks and estates, there's bound to be one that fits the bill.

Technology you can trust

All Bluebirds benefit from the world's most advanced technology and now they're being built in Britain using a unique approach to precision manufacture where every worker is personally responsible for quality with the next worker down the line acting as his customer.

You can rely on Bluebird quality

The Bluebird, like all Nissans, has an unbeatable reputation for reliability, backed by our 100,000 mile/3 year mechanical warranty and 6 year anti-corrosion guarantee.

All of which should leave you with a rather warm feeling inside, and should leave our competitors feeling somewhat out in the cold.

BUILT-IN QUALITY. BUILT IN BRITAIN



Government Fuel Figures for Bluebird Diesel, MPG (Litre 100 KM): Constant 56 MPH 50.4 MPG (5.6). Constant 75 MPH 36.2 MPG (7.8). Urban Cycle 34.4 MPG (8.2). Model featured: Bluebird 2.0 SGX manual 4 door, two-tone paint and sunroof extra. Nissan UK Limited, Nissan House, Worthing, Sussex BN11 3HD. Tel: 0905 68541. *Except L-where permitted.

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DRIVING YOUR COMPANY FORWARD

FLEET CARS/6

FOCUS

Profits for hire



Contract hire is not standing still, if only because of the promise of a wider market for leasing as the taste of companies for cash or credit buying of car fleets looks like fading further.

A trend is strengthening, particularly among the bigger leasing companies, to be more open about their own profits arithmetic, even to the point of offering companies hiring cars a share in any profits at the end of a contract.

It will lead to a demand for more efficiency among contract-hire and leasing companies but it should also benefit the businesses' using such operators to provide fleet cars.

One of the criticisms of contract hire has been that the hirers have not been passing on as much as they might of the benefits like discounts and bonuses from the car manufacturers which their buying muscle makes possible.

The potential over-supply of cars compared with demand has conspired in the past to help the big leasing

operators towards discounts and other benefits which, apocryphally at any rate, have at times even cut costs of cars by almost 30 per cent compared with full retail price.

Those days are ending. Car rental companies may get more because of the large and frequent volume of their buying but most contract hirers appear now at best to get about 15.5 per cent discounts, as many car-makers have reined in the discounting.

But large bonuses from manufacturers to hirers which buy their products in quantity have been given for some time. That can add about another 5 per cent benefit to the contract hirer may end up on a car retailing at £9,000 securing a total discount plus bonus of £1,800.

Large leasing operators will pass these bonuses on to the consumer, claims Swan National Leasing, part of the TSB, and among the top 10 leasing companies. The leasing arm, whose managing director is Ian Mosely, points out that smaller suppliers get smaller bonuses and that not all pass them on. This factor alone can vary monthly payments by as much as £5 a car, it claims.

Swan follows what it describes as an open-disclosure policy. When it puts in a quote for a company's fleet business, it pinpoints not only routine factors such as running costs, depreciation and vehicle residual value but also its own level of predicted profit. Businesses returning cars at contract's end in above-average condition are rewarded with lower rates.

A profit-sharing scheme for contract hire has been introduced by Lease Plan UK, the British subsidiary of the Netherlands-based company which claims to be market leaders in car leasing in western Europe.

Norman Donkin, Lease Plan's managing director in Britain, believes the scheme will set new standards for the industry in this country.

The idea is not only to disclose all the rental factors to businesses using Lease Plan to set up their car fleets; any net surplus annually will also be shared with the participating company, provided it is a big enough customer to be returning annually at least 10 used vehicles. Any deficit is absorbed by Lease Plan.

The profit-share scheme costs no more than traditional contract hire, according to Mr Donkin.

He said: "This new approach could become a popular variation on the contract-hire theme, answering the critics who claim that contract-hire companies never disclose how their rentals are calculated and that they always take the full benefit of the savings which result from a carefully run fleet."

DH

HOW CONTRACT HIRE HAS GROWN								
	1981	1982	1983	1984	1985	1986	1987	1988 (projections)
Company cars (on the road) (thousands)	2,600	2,500	2,600	2,660	2,670	2,670	2,690	2,720
Contract hire (thousands)	260	319	388	444	494	538	586	626
% penetration	10.0	12.8	14.9	16.7	18.5	20.1	21.8	23.0

Source: Lease Plan/market research

Austin Rover cars, particularly versions of the Montego and the executive Rover 825 series, do far better against the opposition than they are given credit for. The evergreen Mini is also still the best for those watching overall costs.

This emerges from the latest car-cost comparison guide* from Interleasing, one of the top three vehicle-leasing companies, based on its experience in running one of Britain's biggest contract-hire and management fleets.

The guide takes into account leasing rentals, running costs and Interleasing's own so-called performance factor, and considers the more subjective variables such as comfort and style preferences.

Montego comes out of the cold at last

Neil Pykett, Interleasing's joint managing director, said: "It is time British motorists overcame their prejudice towards the Austin Rover product range. Interleasing has no axe to grind with any single manufacturer. The guide is based on scientifically researched data and clearly highlights the Montego 1.6L as a front runner in its group."

Though Ford dominates the 1.6 to 1.8 litre engine capacity — thanks to the Orion — among the L-specification saloons, the Montego tops both Vauxhall's popular Cavalier and Ford's Sapphire (the boot

Sierra). Mr Pykett says of the Montego 1.6L: "It is an excellent choice for fleet operators."

Among cars of up to one litre, the Rover group's Mini Mayfair not only does well with the lowest total cost but is high on Interleasing's performance assessment, beaten there only by the Fiat Uno and the Nissan Micra.

In one of the up-to-1.4-litre categories, Ford's Fiesta 1.1L tops the list but is closely followed by the Austin Metro 1.3L, the Peugeot 205, a diesel Fiesta and Vauxhall's Nova 1.2L. In the 1.4 to 1.6 litre category

the Ford Escort 1.6L leads closely, followed by Vauxhall's Astra 1.6L and its Belmont 1.6L diesel.

In the group one up the scale in which the Montego shone, the Sapphire tops the Cavalier overall. The Ford model still needs to improve its performance factor, says Interleasing, which predicts it will soon make a popular choice.

Among rather higher-specification fleet cars, the Peugeot 309 1.6 SR takes the group lead, with the Montego 1.6 HL and the Rover 216 Vitesse making a good showing. Among bigger-engined fleet cars of

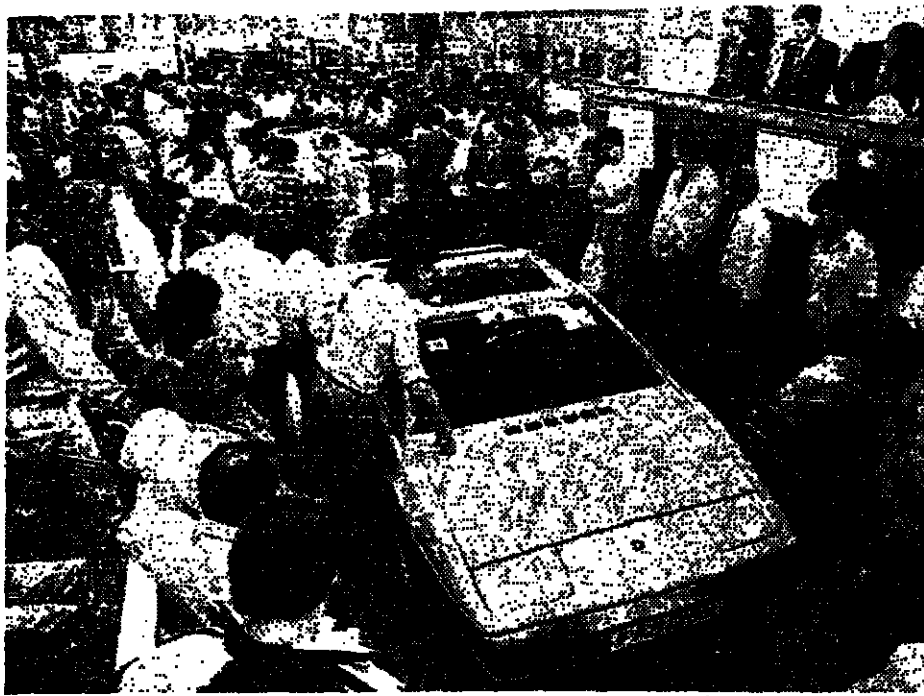
up to two litres, the Vauxhall Cavalier 1.8 GLSi is neck and neck with the Montego two-litre Mayfair.

In the management-car sector of up to 2.8 litres, both the Ford Granada two-litre Ghia-i and Vauxhall's Carlton two-litre CDI stand out. The Granada 2.9i Ghia automatic tops the main executive cars group and is closely followed by the Volvo 740 GLE.

The Granada and the Vauxhall Senator make popular directors' cars but the group is clearly led by the Rover 825i automatic on costs and performance.

DH

* Car Cost Comparison Guide, copies from Interleasing, 187 Broad Street, Birmingham B15 1ED



Going, going, going up in popularity: motor auctions are attracting more fleet buyers

Auctions sell a new image

So many car-fleet operators have turned to auctions to dispose of their used vehicles that half the cars passing through the bigger sales venues are now estimated to be from fleet sources.

There are now well over 100 established auctions around the country, about 30 of them in the South-East alone.

Another factor behind the growth is the way auctions have been throwing off their old image as dingy, cheerless places that were open to the weather and incorporating the barest facilities.

British Car Auctions, which claims to be the largest auction organization not only in Britain but worldwide, in its last financial year increased by 10 per cent the number of vehicles bought through its 14 selling centres. It handles about 600,000 vehicles a year.

Tom Gibson, BCA's managing

director, said: "Auctions are undoubtedly a growing industry. More fleet operators are using them as well as more manufacturer-franchised and non-franchised car dealers."

Sales from fleet sources are now the backbone of the business. The remainder of cars passing through auctions are typically those which motor traders have taken part in exchange. There are also some sold — and bought — by private individuals.

Mr Gibson admitted that some fleet operators had been chary of using car auctions because they still believed the industry was stuck in the groove of years ago. He added: "We have had fleet operators

along who have not seen an auction for some years and they have been amazed how things have changed."

Common ingredients at today's auctions are first-class restaurants as well as fast-food counters, bars, good viewing and ample car parking. BCA centres are all close to the motorway networks.

An increasing number of auctions is offering a wide variety of facilities, from engineers' reports to valeting to ensure the best price is secured.

Among newcomers to the auction scene is NEC Car Auctions formed in 1983 as part of the employee-owned National Freight Corporation. So far it has two sites, at Stoke-on-Trent, Staffordshire, and Bristol, but plans more over the next five years.

DH

Safety comes at a premium

What could turn out to be a revolution in cost control for the fleet-car business is being fashioned on three floors of heavily computerized offices — and a seams-bursting warehouse — which are part of the Bramley district shopping centre, sitting aside a hilltop just outside Leeds.

It is the headquarters of Car Care Plan, which is looking for fresh fields to conquer after establishing itself as Britain's largest warrantor of cars, offering insurance-backed guarantees against mechanical failure.

Over the last 10 years Car Care has been one of the pioneers of insurance-backed warranties. Its warehouse is packed with the weatherproof display boards, with which dealers adorn cars for sale with mechanical warranties.

Its main business is in providing car dealers with warranties. The warranties extend those of the manufacturer by one or two years, giving a continuation of cover which is the same as that undertaken by the manufacturer in the first year. The warranties can cover both new and used cars.

But Car Care has also become involved with manufacturer warranties. The first vehicle manufacturer for which it has arranged first-year maker's warranty is in nearby Bradford, where the Naylor company hand-builds its TF 1700 to look uncannily like the classic MG TF sports car, turning them out at a rate of up to 100 a year.

Paul Kirby, who is managing director of Car Care, is a Bradford man who at 39 is still playing cricket for a local team.

Car Care is part of the Provident Financial group, and claims to have about 40 per cent of the post-manufacturer-warranty market of between 500,000 and 600,000 cars a year.

There are about 40 companies in Britain offering insurance-backed warranties but barely half a dozen are of any size. The nearest rival to Car Care has about a third market share.

This development in the insurance business attracted its share of cowboys in the

past, because, against virtually no initial outgoings, there was the lure of glittering premium income in the first stages, before the inevitable claims started rolling in. But warranty operators are now forced to have the financial backing of a reputable insurance underwriter.

Mr Kirby said: "The warranty business is now on a firm footing but the potential is still astronomical. Car sales alone each year amount to about two million new vehicles and another two million used ones."

But what has remained virtually untouched is the fleet sector. This amounts to 900,000 new cars a year but it is the complexity of the sector which does not make problems easily soluble for a warranty operator. The big car-hire companies are not interested in longer-term warranties because they often sell off their fleets at less than a year old.

Contract-hire operators themselves usually deal with the remedying of mechanical failures in the fleets they are leasing out.

But Car Care, which first experimented in the fleet sector four years ago, now believes there are probably about 500,000 fleet cars which could be warranted. There are those run on finance leases, where a business is still responsible for maintenance and repairs of the cars it has leased and, far more significant, the large proportion of vehicles which are bought outright or on credit.

Car Care's experience with fleet contracts over several years in Scotland, London and the Midlands has enabled it to put together warranties which start at £115 covering the first two years of a car's life with 24,000-mile limitation, the cost for unlimited mileage being from £155.

The two-year cover effectively extends manufacturer one-year guarantees for a further year. Broadly the warranties cover all defects from premature engine failure to a seat structure collapse but not the effects of normal wear and tear.

DH

The Ford Sierras for 1987.

The new 2.8i Sierra Ghia 4x4 Estate.

124 mph* Self-levelling rear suspension. Loads of performance with loads of space (518 cu. ft.). Optional black paint. Other Estates are available with 1.6, 1.8, 2.0 and 2.0 EFI petrol engines or 2.3 diesel. A point to point favourite.



The new Sierra Sapphire 2.0i Ghia.

4 speed auto. 114 mph* Electric windows all round. Power heated mirrors. Motorised central locking. Electronic stereo. Car illustrated fitted with optional anti-lock brakes, heated windscreen and metallic paint.

The new Sierra LX.

1.8 litres. 5 speed. 110 mph* Sunroof. Six speaker, self search radio/cassette. Tinted glass. Rev counter. Taut suspension. Car illustrated fitted with optional anti-lock brakes and heated backlight antenna.

The winner moves on. Britain's best selling medium sized car is no longer limited to Hatchback and Estate.

Now there's the brand new Sierra Sapphire saloon. But that's not all.

All Sierras have a new design front.

Slimmer door pillars and deeper windows create a roomier feeling. While redesigned seat backs and new head restraints give everyone much better visibility. Overall effect?

An even better Sierra in every way.

The new Sierra Sapphire shown here is obviously the biggest news.

But there's even more besides. All Sierra's have height adjustable front seat belt mounts for greater comfort.

Self search stereo radio cassette with six speakers — yes, even on the L.

From the LX up, tilting/sliding sunroofst And high security locks on all models — just as well with all those features.

Engines? 1.6, 1.8, 2.0 or 2.0 with electronic fuel injection. There's also the rugged diesel. And the powerful 2.3 on 4x4's.

A five speed gearbox is standard in all but the least expensive models.

With so much standard, what options could we offer you?

Here are three that we think are especially interesting.

First, there's anti-lock brakes, the electronic system made famous by the Granada.

Big advantage? They help you to maintain control under emergency braking by making the most of the available grip. So if you ever have to really stand on the brakes, they could help you steer safely out of trouble. They're now

available on every model in the Sierra range.

Second, an electrically heated windscreen (developed from aircraft technology). It achieves rapid de-icing on frosty mornings and can also help in freezing fog. Clearly a good idea.

It's available on all fuel injected models and the 2.0 GL.

Third, especially for estate cars, self-levelling rear suspension. If you use your estate to carry heavy loads, it'll keep you on an even keel.

What more can we add?

Just an invitation for a test drive. The new Sierras are on show at Ford dealers.

*Ford computed figures. *Measured by the VDA method. **Also available as standard on Sierra L models throughout the range to fleets running 25 or more vehicles.

Sierra. Now we are three.

